



**Position: Senior Account Manager (Automotive)**

**Location: San Francisco, CA**

**Pay: \$90K-\$115K**

### **Job Summary**

This is an exciting new position within the Automotive vertical that has been experiencing tremendous growth and excitement. You will be responsible for driving business and revenue within a set of strategic Enterprise accounts.

### **About the Company**

Our client is an established leader in their industry. As a valued member of their sales force you will be working for a company that is highly awarded for their direction with their products, corporate vision and commitment to professional services. The corporate culture values employees and Account Managers are given a degree of autonomy seldom seen within competitive software sales. In addition, our client is incredibly stable, publicly traded and has been lauded for their financial soundness by Fortune Magazine.

### **Key Responsibilities**

- Sell Data Warehousing software products and services to new and existing clients
- Present business solutions at the executive level
- Lead negotiations and overcome objections for deal closure
- Manage complex sales cycles and multiple engagements simultaneously (9-15 months on average)
- Work with sales consultants to discover, identify, and meet customer requirements

### **Preferred Candidates Background and Expertise**

- At least 5 years professional selling experience in technology sales with experience at new account development or large account management
- Experience calling on accounts in **Automotive** vertical
- Proven track record of consistently exceeding corporate objectives and quotas
- Proven prospecting and sales cycle management skills
- Bachelor's degree or equivalent business experience
- General knowledge of RDBMS, OLAP, client/server, and Web/Internet technologies

**If you would like to apply to this position,** send your resume immediately to [ngcajobs@ng.army.mil](mailto:ngcajobs@ng.army.mil) and state you are applying for this position, or you can call The Work for Warriors staff @ 916-854-4426.