



Regional Channel Account Manager

IntelliTrack, Inc. is a manufacturer of barcode-based, data collection and mobile productivity software applications for business customers. Our solutions integrate mobile data collection terminals running Windows CE and Pocket PC to create both batch and real-time data management and tracking applications. Our product line includes IntelliTrack WMS (warehouse management system) as well as modules for fixed assets, stockroom, check in-out, and physical inventory. Based in Hunt Valley, Maryland, IntelliTrack sells its products throughout North America, Europe, and Asia Pacific. More than 14,000 copies of IntelliTrack have been sold worldwide.

Attributes

IntelliTrack is looking for an energetic, self-managed software sales professional who enjoys helping people and solving problems. The candidate must be:

- Able to telecommute and work effectively from a home office,
- An Excellent Communicator,
- An excellent listener and diagnostician,
- Patient,
- A Self-motivated “detective” or able to seek out information and answers when not readily available,
- Willing to go above and beyond to satisfy and help customers while following company procedure,
- Teach, able to explain concepts and technical information to partners and prospects,
- Able to apply their own methods of organizing information for their own use and retrieval and to work successfully in an unstructured environment,
- Self motivated but able to work with a team

Duties and Responsibilities

Regional Channel Account Managers are to conduct the process of developing a small but dedicated group of partners within their geography while selling, specifying and quoting projects in a “mixed-model” software fulfillment environment. As such, they are required to:

- Sell direct when no favorable partner exists within his or her territory.
- Build relationships with designated IntelliTrack business partners (CUSTOMERS) in their assigned sales territory.
- Execute lead analysis, lead qualification and handling and engage in CUSTOMER contact activities in a no cold call environment.
- Monitor market conditions, product innovations, competitors' products, prices, and sales and communicate conditions to sales management and marketing.

- Answer CUSTOMERS' questions about products, prices, availability, product uses, and credit terms.
- Provide as needed product demonstrations.
- Recommend products to CUSTOMERS, based on needs and analysis.
- Set CUSTOMERS expectations for delivery of products and services.
- Estimate or quote prices, credit or contract terms, warranties, and estimated delivery dates based on general rules for project queue.
- Consult with clients after sales or contract signings in order to resolve problems and to provide ongoing customer sales support.
- As required utilizing sales support to prepare estimates, and bids that meet specific customer needs.
- Educate the CUSTOMERS on the IntelliTrack sales process and provide customers with clearly defined process and expectations for communicating with IntelliTrack. Utilize web content to support IntelliTrack's consulting sales strategies.
- Co-ordinate with internal services and properly communicate project status related to delivery and installation of products and services to the CUSTOMER and customers customer.

Requirements

The candidate must have working knowledge or experience with:

- Microsoft Access
- SQL databases
- Portable Data Collectors (TBD)
- Barcode Printers
- Software Support

The candidate must have:

- Excellent verbal and written communication skills, (A must),
- An Associate or better college degree
- Prior software solutions sales experience or 3 years in a related work environment,
- Working knowledge of Microsoft Word, Excel and Outlook,
- Working knowledge of Linktivity or like web based presentation software.
- Superior customer service skills, (Required),
- Organization is essential.

Hours

40 Hours Monday through Friday.

- 8:00 am to 5:00 pm. by Territory Assignment

Salary and Benefits

- Candidates will be commission only for the first 90-days of employment. A generous commission plan ensures that self-starters and self-motivated individuals can earn a substantial living.
 - Extensive Training Included

- Access to Health Benefits Included
- Home Office Support Allowance Included
- PC and Support Technology Included
- Defined Territory and Leads Included
- Sales Support Included
- Candidates who through their activities demonstrate an ability to produce revenue and results between 90 and 180 days will be offered:
 - A guaranteed base salary
 - Lucrative commissions
 - 401K investment plan
 - Paid Vacations
 - Confirmed Territory

Please email your cover letter, salary history and resume to wild@intellitrack.net and reference RCAM_012709