

## Software Sales and Account Manager

The Sales and Account Manager will be directly responsible for growing revenue through the frevo direct sales channel and existing accounts.

This is an entry level position.

You will conduct sales and account management support activities to include connecting with leads, opportunities, and customers; scheduling meetings; customer presentations, demos and follow-up to close business. You will be accountable to achieve Company assigned sales goals.

This is an exceptional opportunity for individuals seeking to learn and grow while taking ownership of the direction that their career will take.

### Responsibilities

- Works closely with the SVP of Sales to follow up on marketing leads, leverage conversion strategies and find upsell opportunities.
- Responsible for bolstering our customer service and sales efforts by managing existing customers as well as prospects.
- Responsible for developing long-term relationships with your portfolio of assigned customers.
- Works with SVP of Sales to create account growth strategies for existing clients and sales strategies for prospects in your assigned territory to hit quarterly bookings and revenue targets. Executes on those strategies through scheduling and conducting key meetings.
- Establishes productive, professional relationships with key customers in assigned accounts.
- Coordinates the involvement of company personnel, including operations and management resources, in order to meet account performance objectives and customers' expectations.
- Meets assigned targets for profitable sales volume and strategic objectives in assigned accounts.
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis.
- Clearly communicates the progress of monthly/quarterly initiatives to internal stakeholders.

- Forecasts and tracks key account metrics.

## **Experience**

- 1-3 years of business-to-business software sales and account management
- Demonstrated ability to communicate, present, and influence credibly and effectively at all levels of the organization
- Experience in delivering client-focused solutions based on customer needs
- Proven ability to manage multiple projects at a time while paying strict attention to detail
- Excellent listening, negotiation, and presentation skills
- Excellent verbal and written communication skills
- Expertise in Salesforce or other CRM solution
- Ability to analyze data and metrics to support and formulate go forward decisions
- Intermediate MS Office/Google Docs, Sheets experience
- BA/BS degree or equivalent

## **Why we like working at frevvo**

- Competitive Salary.
- Friendly, world-class, and collaborative team environment.
- Comprehensive benefits.
- Flexible schedule and 3 weeks of PTO in your first year at frevvo
- Retirement plan with company matching program.
- Remote work

frevvo is an Equal Opportunity Employer and does not discriminate on the basis of ethnicity, gender, sexual orientation, gender identity or expression, religion, disability, national origin, protected veteran status, age, or any other status protected by applicable national, federal, state, or local law.

We are committed to hiring individuals with a diversity of perspectives, backgrounds, and beliefs who can use their passion to help us build a world changing audience and thrive along the way.