



Senior Account Manager

Location: Remote, Anywhere in the USA

Not Just Selling, Growing a Mobile and Wireless Solutions Company!

Are you a successful enterprise software sales executive who wants to have a bigger impact along with excellent compensation? DecisionPoint Systems has a career-enhancing move for you where you can not only sell but also impact those around you as you help shape and grow our new Enterprise Software group.

In this role you will sell our mid-market solutions, including software and services as well as hardware. Along with that you will have the opportunity to shape the go-to-market team and approach, build the processes to do it, and impart the value of your enterprise software-selling experience on those around you.

You are ready for this next step in your career if:

- You have successfully sold enterprise software solutions in retail, field service, supply chain, warehousing or logistics and like to manage a complex sales cycle with a team sell approach
- You understand the project life cycle and can manage customer expectations along the way to get them the operations results they need
- You want a chance to use what you have learned to help others and grow a company, not just take another software sales job

Qualifications:

- Experience selling solutions in retail, field service, supply chain, warehousing, logistics or similar industries
- Experience selling enterprise mobility software solutions is a BONUS
- Sales Executive whom meets and exceeds high sales targets
- Desire a compensation plan with a base salary and emphasis on pay for performance
- Ability to work in a fast-paced team environment performing multiple tasks and meeting deadlines with minimal supervision
- Hold a valid passport and the ability to travel throughout North America
- Must have a valid driver's license and vehicle
- Experience working remotely

If the above interests you please submit your resume to careers@decisionpt.com

Due to number of resumes received applicants will only be contacted if selected for an interview.