

Career Opportunity

## Strategic Account Manager

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Decision Dynamics Technology Ltd. is looking for a diverse and exceptional individual to join our Sales team in Calgary.

The Strategic Account Manager will be responsible for driving revenue from the existing install base while managing and building our key relationships. Development of customer relations and customer retention is important to Decision Dynamics' business success. Particular emphasis is placed on analyzing which accounts have the most revenue potential, determining the needs of these particular customers, and implementing procedures to ensure that they receive premium customer service.

### Job Description

- Accurately forecasts annual, quarterly and monthly revenue streams.
- Develops specific plans to ensure revenue growth in all our products and services.
- Performs sales activities for strategic accounts to achieve or exceed assigned revenue objectives.
- Maintains regular contact with customers to ensure satisfaction.

### Requirements

- Post-secondary education specializing in engineering, procurement, or construction.
- 10+ years of complex sales experience in software sales.
- Established network of contacts in the operations side of oil & gas companies for sales opportunities.
- Proven track record of success in prospecting and developing a territory/market.
- Proven track record of exceeding sales goals.
- Experience managing the complete sales cycle.
- Superior written communication skills, including experience with proposal writing and presentation building.
- Exceptional verbal communication skills, including presentation and negotiating skills.
- Strong relationship building and networking skills.
- Entrepreneurial drive, strong work ethic, and passion for technology.
- Ability to articulate the business value of technical solutions to all levels of an organization.
- Applicants without a solid understanding of the oil and gas/energy business and a proven track record of solution selling will not be considered.

**If you meet the above requirements, and are interested in this opportunity, please forward your resume and cover letter via e-mail to [resume@ddytech.com](mailto:resume@ddytech.com) with Strategic Account Manager in the subject line.**

*We thank all applicants, however, only those candidates selected for an interview will be contacted. No phone calls will be accepted. No agencies please.*