

Open Position: Regional Account Manager

ESO Solutions, Inc., is a rapidly growing industry leader in total software solutions for emergency medical services and fire departments. ESO sets the industry standard for electronic patient care reporting (ePCR) and other software solutions designed to improve emergency management systems patient care *and* their bottom line. The ideal ESO Regional Account Manager should have a strong background and understanding of the Emergency Medical Services (EMS) industry, a working knowledge of Microsoft products and an interest in internet technology. A successful background in sales is highly preferred. We are only interested in self-motivated, success-driven individuals with a passion to become a part of the newest industry standard. We endorse a team-atmosphere with open communication and a common goal for success.

Job Description:

The Regional Account Manager (RAM) is a key member of the ESO team. The RAM is responsible for calling on channel partners and Emergency Medical Services clients within the assigned territory. The RAM is responsible for maintaining and growing business with existing customers, as well as, developing new business through marketing campaigns, trade shows, lead follow up and cold calling. The RAM is the key contact for customers to learn about our product solutions through webinars, on site demonstrations and other medias. The RAM will report to the VP of Sales.

Responsibilities:

- Meet and exceed sales targets; achieve maximum sales in assigned territory through direct sales, channel partners, current clients and other channels.
- Identify potential growth areas, key accounts, and generate new opportunities.
- Prepare quality presentations, reports, price quotes and other related materials.
- Conduct product web-based and in-person presentations, educational events and meetings.
- Keep abreast of competition, competitive issues, products and markets for emergency medical services and fire industry.
- Attend and participate in sales meetings, product meetings and trade shows.
- Promote recurring business by maintaining quality relationships with current customer base and proactively identifying opportunities and issues in established accounts.
- Meticulously maintain the ESO Solutions approved customer relationship management (CRM) tool.
- Submit required reports in a timely manner (i.e. forecasts, expense reports, sales plans).
- Communicate competitive intelligence to management in a timely manner.
- Analyze and monitor sales and customer data.

Qualifications:

- Strong background in EMS and/or Fire industry.
- Sales experience with proven results is highly preferred.
- Excellent analytical, written and oral communication skills.
- Proficiency using Outlook, PowerPoint, Word, Excel, Webinar tools and Salesforce
- Ability to analyze key metrics and interpret them into actionable data points
- Comfortable operating independently, as well as in a team, inside a fast moving startup environment and communicating results to management.
- Ability to multi-task through excellent time management utilizing organizational skills.