

## Job Description

### Senior Sales Account Manager for Architectural Solutions Hauppauge, NY

#### Job Summary

The Senior Sales Account Manager's primary responsibility is to promote Autodesk products. Products include, but not limited to, AutoCAD, Revit Architecture, AutoCAD Architecture and 3ds Max. This position is also responsible for promoting our services in the Architecture, Engineering, Construction and Civil markets.

#### Job functions include

- **Goal:** Increase software sales of Autodesk AEC Solutions, specifically, Revit to Architectural firms in New York
- Maintain database of customers and prospects
- Conduct regular onsite visits to customers
- Conduct daily outbound sales calls to prospects and customers
- Work closely with the Applications Specialists for product technical knowledge
- Take inbound sales calls
- Write price quotations
- Be able to communicate the products' features and benefits
- Contribute to the Marketing Team with presentations, article contributions to newsletters, user Groups, and tradeshow
- Promotion of the company training courses and implementation services

#### Minimum requirements

The successful candidate must:

- Have strong leadership skills
- Enjoy learning new software applications
- Be able to successful work in a team environment
- Have knowledge of current AutoCAD technology
- Possess strong understanding of common AEC industry practices
- Have excellent communications and presentation skills
- Be a problem solver with a positive attitude
- Set high standard for themselves and their services
- Thrive with independent work and enjoy a small company/team atmosphere
- Posses superior organization and time management skills

#### Education/Experience

Bachelor's degree: preferably in business, architecture, engineering or other related fields. Knowledge and understanding of CAD software applications including AutoCAD, AutoCAD Architecture, Revit Architecture or MEP (Mechanical/Electrical/Plumbing). Knowledge of Architecture, Construction Management or MEP, Structural, and/or Facilities Management Industry would be preferable.

#### Compensation

Commensurate with experience, 401K plan, Health plan and paid time off