



STRATEGIC ACCOUNT MANAGER - Remote

Location: **New York**

Job Title: Strategic Account Manager

Department: Sales

Status: Full-time

About Us:

Issuer Direct (NYSE: ISDR) is a global industry-leading communications and compliance platform company focusing on the needs of corporate issuers. Issuer Direct has offices in the UK, Canada and multiple locations across the US, but is headquartered in Research Triangle Park, NC. Issuer Direct serves more than 4,000 public and private companies in more than 18 countries.

As one of the fastest growing companies in our space, we are excited to be recruiting for skilled professionals looking to be a part of our dynamic team!

We're looking for a new member for our Sales team in the Greater NYC Area. You will be working a territory and building a pipeline of qualified customers, utilizing our database and CRM processes. We have a high activity sales environment where closing business is the top priority for meeting quotas, building/managing pipelines, and creating strong relationships. You will have the opportunity to earn uncapped annualized commissions plus bonuses on the businesses that are closed. We look forward to meeting you!

A Day in the Life:

- Meet or exceed quarterly sales quota.
- Assist in the corporate development within an assigned territory.
- Responsible for lead generation, building the relationship with prospective customers, account profiling and developing the prospective customer into a revenue generating client.
- Develop and manage pipeline, providing weekly updates to forecast.
- Ensure the provision of appropriate business information for decision-making and control.
- Provide appropriate sales tracking and reporting as required leveraging Salesforce.
- Ability to analyze data and formulate account strategy, execute to plan.
- Manage daily activities to meet or exceed expected revenue targets.

About You:

Knowledge, Skills & Abilities

- Engage and partner with clients and internal partners as required
- Prefer working in a collaborative, team-based environment
- Excellent oral and written communication skills
- Excel in problem-solving
- Self-driven
- Excellent time management and organizational skills
- Ability to set, drive and achieve sales goals
- Advanced technical/business skills
- Ability to prioritize and leverage resources successfully
- Excellent qualifying and closing skills



- Proficiency in PC/Internet technologies, Salesfoce, Microsoft Office Suite, and Sales Reporting Tools
- We strongly prefer candidates with software platform sales experience

Education & Experience

- BA/BS degree or equivalent work experience
- 3+ years' sales experience required

Perks & Benefits:

- 100% company paid medical coverage, with optional dental & vision benefits
- 100% company paid Short-Term Disability, Long-Term Disability, and Life Insurance
- 100% company paid Telemedicine
- Employee Assistance Program & Health Advocate available for all employees
- Flexible Spending Account (FSA) & Health Savings Account (HSA)
- Company discounts on social & entertainment
- 401(k) with match
- Generous and flexible PTO policy & Holiday Pay

Issuer Direct is an Equal Employment Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability and protected veterans status or any other characteristic protected by law.

Visit us at <https://www.issuerdirect.com/company/careers>



ACCESSWIRE