



## **STRATEGIC ACCOUNT MANAGER**

### **About Us: HomeSphere**

Founded in 1999 and based in Lakewood, Colorado, HomeSphere has built the residential construction industry's largest rebate management platform for local home builders, while providing digital customer acquisition services to building product manufacturers. HomeSphere is the ideal established company with entrepreneurial agility for people who want the stability that comes from having the financial resources of a mature company but the growth opportunities and working environment found in fast, flexible start-ups. We need great people to fuel our continued growth!

### **GENERAL SUMMARY:**

The Strategic Account Manager is a sales account management and strategic business development position where the qualified candidate will be responsible for driving strategic business opportunities, maintaining and growing the relationship with the assigned accounts who represent new and emerging business models for HomeSphere. The Strategic Account Manager will be responsible for deeply understanding both HomeSphere and the client's needs, helping the client get the most out of the Company program and SaaS technology, creating and driving new opportunities and carrying through implementations in existing rebate and new products, increasing revenue by introducing fully developing and implementing new business models through and with these partners.

### **DUTIES AND RESPONSIBILITIES:**

- Creating, driving and influencing new and expansion strategic opportunities from concept through implementation.
- Drive existing rebate revenue and new products.
- Oversees and manages the relationship and overall account strategy, onboarding and expansion of assigned clients, focused on strategic direct / channel relationships and business development.
- Sales professional responsible for overseeing a portfolio of assigned strategic clients, developing new business, actively seeking new sales opportunities, and driving expansion revenue in emerging business models and channels.
- Build Strong relationships with C-level, Mid Management, and Field Sales within assigned accounts.
- Penetration and expansion of key and influential levels of the assigned partner organizations – from C level downward.
- Works to resolve all outside sales issues within named accounts (Lack of engagement with field sales teams, Leads, etc...)
- Drives the onboarding process for new clients, involving required internal partners to ramp the client quickly, drive adoption and move the account forward.
- Closely partners with internal teams, facilitating smooth transitions and flow of information within the organization.
- Apprises internal teams of any changes within the clients (i.e. changes of people within the client organization, changes in roles & responsibilities, expansion opportunities, product expansion)
- Facilitates all client trainings such as Technology adoption, product expansion (Onboarding & Ongoing)
- Works to resolve Accounts Receivable issues (Help with collections/deductions)
- Oversee HomeSphere provided builder lead pipelines and ensuring Partner Upper Management knows if things are not being followed up on
- Be part of new manufacturer acquisition sales process when Account Executive or National Account Executive deems appropriate. Work with Sales Account Executive to assist in the new account sales process for a smooth transition prior to onboarding new clients.



- Works with Product Management to promote development of new features and functionality that will positively impact manufacturing and builder partners.
- Stays up to date on innovations, trends, and changes in the market and with Partners.

## **POSITION QUALIFICATIONS**

A successful candidate must be able to work in a fast-paced, growing entrepreneurial environment, to drive new opportunities from concept through implementation with very little supervision. Must possess the following qualifications:

### **Education:**

#### **Minimum:**

Bachelor's Degree

#### **Preferred:**

Bachelor's Degree, Business Administration or related degree, or equivalent work experience

### **Experience:**

#### **Minimum:**

3-5 Years Strategic Account Management / National Account Management Sales or Channel Management experience in the residential construction industry, manufacturing, supply chain or channel management related roles. Experience in technology sales and/ or SaaS industry:

- Proven Work experience as a National/Strategic Account Manager or Channel Manager
- 3-5 Years Formal Strategic Consultative Sales success, executing on the complete sales process
- Demonstrate ability to communicate, present and influence key stake holders at all levels of an organization including executive and C-level
- Excellent interpersonal and organizational skills
- Ability to effectively manage multiple accounts and multiple projects
- Excellent listening, negotiation, and presentation skills
- Ability to adapt to frequent change and handle ambiguity
- Ability to work with loosely defined guidelines
- High Proficiency in various MS Office suite computer applications, CRM, and the ability to conduct webinar training
- Ability to Travel as needed
- Creative and Critical thinking
- Data Analytical skills
- Strategic High Revenue Contract negotiation experience
- Social Media proficiency
- Attend Industry Events / Tradeshow
- Previous sales quota-based role/compensation

### **Compensation:**

- We offer a competitive base salary commensurate with experience.
- Position also includes a variable incentive / bonus compensation element.



- We offer a health care coverage package which includes medical, prescription, dental and vision with a 90% company contribution. Other benefits include PTO, retirement options through our 401(k) program, company paid life insurance, short-term and long-term disability provisions.