

Job description: Sr Account Manager – Title Market

Reports to: EVP – Business Unit

Description of Purpose and Primary Duties:

This position is responsible for strategy, planning, and execution of the sales and business development operations in the Title market. Work in close collaboration with executive management team in entrepreneurial, high growth environment to provide our customers with World-Class Court Records search and retrieval services.

Specific Duties/Responsibilities

Sales:

- Define and implement account development strategy
- Hands on, customer relationship development in the title market
- Plan, implement and optimize sales processes for large accounts, SMEs, and online sales channels in the Title Market
- Establish with CEO and VP Development revenue objectives based on customer needs, business requirements, sales forecasts and national markets
- Establish revenue objectives on a monthly basis based on customer needs.

Business Development:

- Formulating and executing future business strategies to exceed the needs of our customers and business partners.
- Weekly reporting of sales vs. plan, in conjunction with customer satisfaction level
- Build a network of referrals from existing client base

Position Requirements:

- Strong knowledge and experience in real estate, real property title market,
- Minimum 5 years employment in the title market, working in strategic marketing, sales and/or account management, including working with on online information resources,
- Ability to define, propose, negotiate and close sales agreements,
- Demonstrable experience developing strategies to acquire and grow new accounts,
- Demonstrable experience selling online services or web-based solutions,
- Corporate account management experience,
- Experience developing business and driving relationships for delivery of Internet, Intranet, Extranet and /or professional consulting services/e-solutions preferred,
- Excellent training and presentation skills,
- Extremely strong entrepreneurial drive, interpersonal, leadership and analytical skills,
- Up to 70% travel required depending on home location



CourtTrax Corporation – COMPANY POSITION POSTING

Personal Characteristics

Ability to multi-task and communicate effectively within a professional environment,
Good sense of humor,
Well organized, with the ability to prioritize work and act independently
Ability to work under pressure – with deadlines / time constraints.
Ability to communicate effectively, both orally and in writing.
Ability to thrive in a rapidly changing environment
Ability to function effectively in a team

Education

College degree required, with an MBA or other advanced degree preferred
Preference for industry specific training, and current technology training including Web Services and E Commerce

Compensation

Compensation is competitive and commensurate with the position and experience, including salary, commission and bonus opportunity. Benefits include Medical, Dental, Vision, and Life insurance, ESOP, and three weeks vacation.

This position is open for immediate placement. Candidates selected for interviews will be asked for writing samples and references. Employment offers are subject to a background check, reference check, and education and employment verification.

To Apply- Submit current resume and a one-page cover letter electronically to recruiting.