



## Income Development Manager

DealerMax is looking to hire a self-motivated professional dedicated to personal growth. This position offers rapid promotional growth opportunity based on candidate's motivation, drive, professional education, and ability to win people over. The ideal candidate will have some experience in the automotive industry in sales, F&I, sales management, or business-to-business sales.

The primary responsibility for this role will be to learn, grow, acclimate, and take on increased account and training responsibilities once they have proven their ability to master product and educational material and craft their delivery, presentation and overall effectiveness of training. The candidate will be required to study product detail information, learn basic sales strategies, account management frameworks, relationship building and over time develop into a lead account executive. As a part of the DealerMax Professional Development Program you will learn from the industry's best and will have the opportunity to expand their influence and income based on their demonstrated ability. Candidate will be paired with a senior executive designed to support, train, and develop this candidate. This employee will be a valued team member and contributor to the greater DealerMax team and engage with other account executives, account trainers and DealerMax personnel in a support role.

**Compensation:** Competitive market-based salary with bonus potential based on production. This full-time position includes monthly Auto Allowance, Expense Account, and Insurance (Health, Dental, Vision) and a generous 401K matching program.

### Required Duties and Responsibilities:

- Junior account executive duties, reports, follow-up, and presentation preparation
- Learn carrier product details, become skilled in navigating programs, coverages and sell-through strategies
- Develop training skills through product implementation opportunities and training engagement
- Develop presentation and writing skills in curriculum development workout sessions
- Develop new business development skill, strategies, and experience
- Track marketing campaigns, warm leads, referrals, generate prospective phone calls and work on new business opportunities
- Develop account acquisition strategies, wedge building opportunities and value-based methodologies to differentiate company offerings in the marketplace.
- Secure new business sales presentation appointments with senior management to assist in closing new business.
- Support senior management in the presentation of company services and offerings
- General administrative support for sales presentations to prospective accounts
- Active role in account management in all weekly team meetings
- Support new accounts throughout the onboarding, implementation, and product training
- Assist in the coordination of account kick-off activities, strategies, and team calendar
- Maintain travel and contact schedule weekly in advance
- Learn and reinforce utilization of Salesforce.com CRM daily as a part of job responsibilities

### Essential Skills and Qualifications:

- Minimum of 2-years prior work experience in automotive industry or business-to-business sales
- Strong interpersonal and presentation skills
- Self-starter, growth-minded professional, life-long learner, attention to detail
- A bachelor's degree preferred
- Skilled with the Microsoft Office suite of products, technology adaptive, process oriented, creative thinker

DealerMax, LLC is an Equal Opportunity Employers. Only US Citizens resident need apply. Please send your resume to [info@dealermax.com](mailto:info@dealermax.com) DealerMax, 801 Cassatt, Suite 105, Berwyn, PA 19312