



## Account Manager - Transportation and Local Infrastructure (TLI)

### **Summary of Position Responsibilities:**

To generate sales revenue to meet or exceed established sales goals in software products, services, training and subscriptions. To develop and grow the business opportunities in the assigned account base through her/his own efforts and those of associated Application Engineers and selected distribution partners.

### **Working Conditions:**

Travel throughout the assigned territory – Poland - is required 60-70% of the time. When not at a user site, work is in a pleasant office environment.

### **Location:**

Warsaw, Poland

### **Reporting:**

Reports to the Industry Sales Director TLI

### **Responsibilities:**

- Through the use of direct sales techniques - including Large Account Management Planning and Strategic Selling - the AM meets with her/his assigned end-users to develop and maintain the relationships at various levels within a given account, sets up product demonstrations, and closes sales to meet the revenue goals.
- Acts as primary contact within her/his specified accounts by: a.) acting as the responsible direct contact partner for all communications to and from her/his accounts; b.) determining the sales strategy and follow-up; and c.) negotiating and implementing approved contracts.
- Participates in sales events such as: trade shows, product demonstration seminars, user specific technical demonstrations, etc.
- Adopts approved sales strategies, and suggests and develops new strategies.
- Establishes sales implementation plans for her/his assigned user base.
- Prepares sales reports in SAP CRM on various aspects of her/his sales activities in the territory assigned to include such things as: forecasts, sales data, etc.
- Maintains a high knowledge level of the company's products and services, as well as knowledge on the particular Industry workflows, business drivers, and major players.

### **Requirements:**

- Proven sales experience in the IT/ Engineering software solution sector (CAD-Software) is essential.
- Experience in sales as an Account Manager in the software solution industry segment or selling exp. in this industry segment with a proven record.
- PC literacy with appropriate MS Office applications proficiency
- Graduate level education is desired, preferably in Civil Engineering or a physical science.
- An understanding of Civil/Geospatial and/or roadway/railway design processes is desired.
- Excellent written and oral communication as well as strong presentation skills.
- Fluency in English and Polish

Our organization is as good as the people who work here. We feel that an open and personal atmosphere is very important; we encourage initiative and feel that this should be rewarded. If you are interested, please send your resume and application letter in English to Jan-Willem Doreleijers at [Jan-Willem.Doreleijers@bentley.com](mailto:Jan-Willem.Doreleijers@bentley.com)