

COMPANY: Portfolio DecisionWare, Inc. (www.pdware.com)
LOCATION: Northeast US Preferable, Location negotiable
POSITION: Territory Account Manager
REPORTS TO: Phil Wolf, Vice President, Sales

COMPANY DESCRIPTION

- Portfolio DecisionWare Inc. offers a straight-forward, software enabled approach to collecting resource forecast data and resolving resource supply-demand issues based on project priority. This process enables organizations to define achievable project portfolios and to manage them effectively as changes occur.
- Our 50+ customer implementations include Motorola, Toyota, Medtronic, Philips, Intel, Applied Biosystems, Becton-Dickenson and DHL.
- Portfolio DecisionWare Inc. is a privately held firm with a history of high growth and profitability over the past 5 years.

POSITION

The Account Manager is responsible for managing 25-30 named accounts and a defined geographic area in North America. He/she is directly responsible for demand creation and execution of the PDW sales process. Specific accountabilities and activities of the position are as follows:

- Create an effective regional territory plan for meeting or exceeding target objectives
- Build a pipeline, close deals and achieve revenue objectives
- Forecast accurately and maintain up to date information in the CRM system
- Coordinate efforts with marketing events (mailings, trade shows, etc.) so there is optimal pursuit and closure of leads generated
- Work continuously to out-position competitors, attract buyers and generate leads
- Operate responsibly, manage expenses and manage time in the best interest of the company

CANDIDATE

The following characteristics describe the ideal candidate:

- Independent worker who can reliably develop business and achieve objectives
- 5-10 years of software sales experience with business process applications in any/all of the following spaces: PPM, PLM, Project Management, Product Development or Business Intelligence
- Knowledge of product delivery and manufacturing in high-technology, consumer goods, natural resources or life science industries
- Experience selling significant transactions at senior levels of major organizations
- Accustomed to navigating complex sales cycles and addressing the needs of multiple buying constituencies
- Proficiency at delivering a sales message remotely via convergent telecommunications technology or on-site in front of a prospect

COMPENSATION

- This position offers a competitive package of base salary, commissions and/or performance incentive bonus.

CONTACT INFORMATION

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