

Job Posting: *Strategic Account Manager*

ABOUT US

VistaVu Solutions is a leading business management software provider that has the industry experience, tools, and tailored software solutions to help energy service companies better manage their business processes and grow profitably. We are currently one of the top SAP software providers to the oil & gas industry in North America. As a team, we're dedicated to helping our customers become more efficient so they can effectively manage their business management processes and accelerate profitable growth.

OUR PURPOSE

To make good energy service companies great. We do this by driving efficiencies through these companies with our industry relevant software and our award winning staff.

OUR GOAL

We are proud to have already become the dominant SAP provider for small to mid-sized enterprise oil and gas product/service companies in North America. Our goal is to be the most dominant in the world.

We need you to help us get there through VistaVu's continued growth strategies.

ROLE DESCRIPTION

Job Title: Strategic Account Manager

Location: Houston, TX

Department: Business Development

VistaVu is currently recruiting a Strategic Account Manager for our Houston office. Reporting to the Director of Business Development, we are searching for an individual to develop our top revenue strategic accounts.

The Strategic Account Manager will be responsible for a named account list administering specific account management fundamentals and utilizing LAMP methodologies.

ROLE RESPONSIBILITIES

- Establish productive, professional relationships with key personnel in named account list
- Coordinate the involvement of internal VistaVu resources, including support, service, and management, in order to complete account projects and deliverables on time/budget and meet customer expectations
- Meet sales targets for professional services and software licenses into assigned accounts
- Manage requirements, opportunities and issue resolution for multiple accounts across North America
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis
- Understand and articulate additional functionality and process improvements

CANDADITE REQUIREMENTS

- Proven track record of collaboration and sales at the C-suite level
- Must have 3+ years experience and a proven track record in farming existing accounts
- Acute business acumen to understand customer requirements and business processes is required
- Experience in Direct Sales to existing account base; including but not limited to professional services and software license sales
- Oil & Gas industry knowledge is required
- ERP knowledge is required

If you think this is a role that you would be successful in performing, please send your resume with **'Strategic Account Manager - Houston'** in the subject line to careers@vistavusolutions.com.

Thank you for your interest. Only candidates selected for an interview will be notified.