

REGIONAL ACCOUNT MANAGER

Department : Sales
Reports to : Director of Sales
Division : Nationwide
Location : Remote
Classification : Salary/Exempt

Milsoft Utility Solutions is a trusted leader in providing powerful software solutions for electric utilities. Our mission is to empower utility providers through advanced technology, exemplary service, and long-term partnerships. We are currently seeking a dynamic and self-motivated **Regional Account Manager (RAM)** to join our growing team.

JOB SUMMARY

As a Regional Account Manager, you will be responsible for developing new business opportunities, maintaining and expanding current client relationships, and increasing product sales across your designated territory. You will serve as a key point of contact between Milsoft and our customers, acting as a trusted advisor and ensuring the highest levels of satisfaction and engagement. This position requires extensive travel.

ESSENTIAL FUNCTIONS

1. Generate and qualify new business leads within the assigned region
2. Maintain and grow relationships with existing customers to maximize account value
3. Promote Milsoft's suite of software solutions and services to prospective and current clients
4. Develop and execute regional sales strategies to meet and exceed performance targets
5. Represent Milsoft at industry tradeshows, training sessions, and customer meetings
6. Collaborate with internal teams (Marketing, Support, Development) to deliver excellent customer experiences
7. Maintain accurate and timely records of client interactions, opportunities, and sales activities
8. Extensive travel required
9. Maintain regular, consistent and professional attendance, punctuality, personal appearance and adherence to relevant health and safety procedures.
10. Uphold, safeguard, and promote Milsoft's values and philosophy, especially regarding ethics, integrity and corporate responsibility.
11. Any other duties that may be necessary or assigned from time to time. Such duties do not normally change the level of the job.

QUALIFICATIONS

1. Proven experience in sales, account management, or customer relations
2. Strong interpersonal, presentation, and communication skills
3. Ability to work independently in a remote environment
4. The ability to travel as needed
5. Proficiency with CRM systems, Microsoft Office Suite, and Google Office Suite.

Preferred:

6. Experience in the utility industry or with enterprise software solutions
7. Bachelor's degree in Business, Marketing, or a related field

Submit resume to hr@milsoft.com

04/2025