



JOB DESCRIPTION
North Plains Systems

Account Manager

North Plains Systems provides digital asset management, content management, production workflow, distribution and publishing solutions to clients worldwide. North Plains is looking for Account Managers in the Eastern and Western United States to join our expanding team.

The Account Manager position will be responsible for the management of existing customers with respect to their use and growth of our solutions within their organization. This will require a deep understanding of the customer's industry and the use of our products. North Plains is expecting the Account Manager to provide guidance to the client on the expansion of their system and assign in the proposal generation for software licenses and additional services required. The Account Manager is responsible for generate revenue with direct named accounts and the compensation for this position is base plus commission.

This would be a home office position with the expectation of traveling to customer sites (Located on the Greater New York City Area, Greater San Francisco Bay Area, or Greater Los Angeles Area).

JOB REQUIREMENT

- To develop existing customers through quality service to be able to expand the North Plains relationship with the customer
- Actively identify opportunities for North Plains software or services
- Development of customer specific plans to hit target revenue
- Provide the customer oversight to ensure that they are receiving the maximum benefit of our solutions
- Provide strategic guidance and work with the customer's management team regarding their specific business objectives
- Meeting sales targets while maintaining customer satisfaction

SKILLS

- 10+ years of account management to the Publishing, Media & Entertainment and/or Corporate Marketing
- Experience with customer relationship management (CRM) sales tools like Salesforce.com
- Ability to work within the framework of a quota
- Ability to communicate and move partnerships through a process
- Independent thinker and outgoing personality
- Ability to diagnose, understand and articulate partner's needs and effectively communicate them to North Plains
- Expert knowledge of Microsoft Office tools
- Excellent verbal and written communication skills



- Ability to travel as needed to close business

COMPANY DESCRIPTION

Founded in 1994, North Plains Systems is the leading provider of digital asset management solutions providing full workflow support from creation, to production, to delivery. Its pioneering technology, focus, and vision have been recognized throughout the industry and are evident in such innovative products such as TeleScope Enterprise and TeleScope Video Manager. With its platform agnostic approach to managing digital assets, over 450 customers benefit from North Plains' expertise in delivering industry defining solutions for video asset management, digital media management & distribution, centralization, workflow optimization, and virtual collaboration.