

Account Manager

Job Title: Account Manager

Location: Cumming, GA

About the company: Our company's mission is to provide organizations such as emergency management teams, government entities, media outlets, utility providers, event venues and more with real-time weather surveillance solutions. We offer a robust software platform that merges advanced video and sensor data with flexible hardware to help manage severe weather situations effectively. Working in combination with another high-tech product, one of the most powerful radar and weather monitoring applications, we equip users with unparalleled tools for real-time data monitoring and decision-making.

Our company is looking for an **Account Manager** who will play a key role in bringing their innovative product solutions to market by actively prospecting, engaging leads, closing sales, and maintaining customer satisfaction.

Position Overview:

As an **Account Manager**, you will drive sales efforts by reaching out to potential customers, including emergency management teams, media outlets, and utility providers. You will act as a subject matter expert on the latest and greatest product line, communicating the value of real-time video and sensor data for severe weather management. This role requires a proactive approach to networking, including occasional travel (a few times per year) to represent SDS Weather at industry conferences and expos.

This is a fast-paced and dynamic role suited for someone with strong communication skills, experience in technical or B2B sales, and a passion for solving complex problems through innovative solutions.

Key Responsibilities:

- **Prospect & Lead Generation:** Identify and contact new potential customers, including emergency management, utility companies, media outlets, and local governments.
- **Present Solutions:** Understand customers' needs and present the product as a cost-effective, high-tech solution for real-time weather surveillance and monitoring.
- **Close Sales:** Handle objections, negotiate, and close deals to meet or exceed monthly sales targets.
- **Industry Presence & Travel:** Attend and represent the company at key conferences and expos a few times per year to generate leads, demonstrate hardware, and stay connected with the emergency management community.
- **CRM Management:** Keep track of leads and follow-ups in the CRM, ensuring the pipeline is managed and up-to-date.
- **Collaboration:** Work closely with the marketing, operations, and production teams to ensure seamless onboarding and handoff for new customers.
- **Product Knowledge:** Stay up-to-date on product's hardware/software capabilities, sensor integration, and any custom solutions we offer.
- **Consultative Selling:** Engage with technical buyers and decision-makers by understanding their needs and providing tailored solutions, including command center setups and mobile command units.

- **Customer Relationship Management:** Build and maintain relationships with prospects and clients, aiming to develop long-term partnerships.

Qualifications:

- **Experience:** 2+ years of experience in inside sales, B2B, or technology solutions, ideally in a SaaS or hardware environment. Experience with Sales involving Government Entities is a plus.
- **Proven Sales Record:** Demonstrated success in achieving or exceeding sales quotas.
- **Communication Skills:** Strong verbal and written communication skills, with the ability to convey complex technical details in a clear and concise manner.
- **Technical Aptitude:** Experience or familiarity with video surveillance, sensor data, or weather monitoring technology is a strong plus.
- **CRM Tools:** Experience working with CRM software (e.g. Salesforce, Pipedrive) to manage sales pipelines and track performance.
- **Independent Worker:** Ability to manage multiple projects and sales cycles independently.
- **Background:** Bachelor's degree or prior client management experience in lieu of degree.

Benefits & Perks:

- **Competitive Base Salary + Bonuses** – Potential for high earnings with company and performance-based bonuses.
- **Health, Dental, & Vision:** Comprehensive insurance plans available after 90 days of employment.
- **Company-Paid Life Insurance:** SDS Weather provides a \$25,000 life insurance policy at no cost to you.
- **401(k) Retirement Plan:** Plan for your future with a 100% company match (up to **4%** of your salary) with a 3-year vesting period.
- **Flex PTO:** Enjoy a flexible Paid Time Off package designed to support a healthy work-life balance.
- **Career Growth Opportunities** – Clear paths for advancement within the company.
- **Training and Development** – Ongoing professional development and sales training to sharpen skills.
- **Recognition Programs** – Regular rewards for top performers, including bonuses and awards.
- **Inclusive Company Culture** – A supportive, collaborative environment with a focus on team success.
- **Networking and Mentorship** – Opportunities to connect with industry leaders and mentors.