

Regional Account Manager – North Mississippi for Central Service Association. We are looking for a candidate that has experience in Software Sales to the Utility Industry.

Based in Tupelo, MS with a salary range of \$40,000 - \$70,000. Email your resume jkidd@csa1.com to apply.

SUMMARY

Primary responsibility will be to market CSA services to both CSA member and non-member utilities throughout CSA's then current service territory.

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following.

- Promote and exhibit Professionalism at all times.
- Research and analyze areas of interest to the association which will allow the company to gain a competitive advantage.
- Collect, organize and share within CSA information about CSA's competitors.
- Collect, organize and share with the management team at CSA pertinent information about the satisfaction level of CSA's member utilities.
- Conduct proper record keeping regarding contacts with CSA members and potential members, other vendors and other associations or related parties.
- Assist writers engaged in preparing technical material for publication in conjunction with, or independent from, research and related activities.
- Assist writers engaged in preparing proposals, requests for proposal, requests for information and other items related to the pricing of CSA's products and services.
- Conduct marketing visits (either in person, on the phone or through other technology) to non-CSA utilities to market all of the systems and services that are available through CSA.
- Organize, co-ordinate, plan, schedule and participate as needed in product demonstrations.
- Conduct marketing and follow-up visits (either in person, on the phone or through other technology) to CSA utilities to ensure that the maximum number of products and services are being utilized by the utility.
- Represents the association at public, social, and business gatherings.
- Attend conferences, seminars, meetings, etc. in order to develop the personal contacts with utility personnel that are essential in the successful marketing of all CSA services.
- Inform Chief Business Development Officer or the appropriate manager of any requests from members for system enhancements or development of new systems.
- Always seek to be INNOVATIVE in the development of new ideas and ways to market CSA services.
- Remain knowledgeable and up-to-date on changes and developments within the association and utility industry.

- Keep management informed of all activity, including timely preparation of reports.
- Other duties may be assigned.

SUPERVISORY RESPONSIBILITIES

This job has no supervisory responsibilities.

QUALIFICATIONS

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

EDUCATION and/or EXPERIENCE

Bachelor's degree (B. A.) from four-year college or university; or one to two years related experience and/or training; or equivalent combination of education and experience.

Experience is not required; however, marketing, utility, accounting, computer or customer service experience is extremely beneficial.

LANGUAGE SKILLS

Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, or governmental regulations. Ability to write reports, business correspondence, and procedure manuals. Ability to effectively present information and respond to questions from groups of managers, clients, customers, and the general public.

MATHEMATICAL SKILLS

Ability to add, subtract, multiply, and divide in all units of measure, using whole numbers, common fractions, and decimals. Ability to compute rate, ratio, and percent and to draw and interpret bar graphs.

REASONING ABILITY

Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists. Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.

PHYSICAL DEMANDS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is frequently required to sit; use hands to finger, handle, or feel; reach with hands and arms; and talk or hear. The employee is occasionally required to stand and walk. The employee must occasionally lift and/or move up to 50 pounds. Specific vision abilities required by this job include close vision, color vision, and ability to adjust focus.