



## Account Manager Trainee-Nationwide

### Position Description:

Reynolds and Reynolds is looking for sales professionals who are ready for a challenging and rewarding career. Our superior software solutions, our award-winning sales, service, and support have made us one of the most recognized and respected companies in the automotive industry.

The goal of the Systems Sales Trainee position is to prepare you for your own territory as an Account Manager. Our Account Managers are responsible for the sale of Reynolds' products and services to both new and existing customers. As a Trainee, you will assist an Account Manager, your mentor, in your assigned training territory with the various stages of the sales process to help achieve a designated sales quota. You will provide support with sales activities that drive revenue including lead generation, gathering competitive intelligence, product demonstrations, assisting with discovery of accounts and proposals to our customers. You will also increase your knowledge of applicable products through formal training, documentation and self study. All trainees are eligible to receive a company car for both business and personal use. In addition, you will be provided an iPad, company cell phone, laptop and home office equipment. If you are an entry-level candidate with a desire to excel and succeed in sales within a reputable company this is the job for you!

### Training:

Our training consists of time with your mentor in the field, online courses completed in your home office, and classroom instruction at Reynolds University, our award-winning internal learning institution in Dayton, Ohio. You will complete nine different courses at Reynolds University throughout your first year. Topics covered will include training on sales techniques, negotiations, dealership operations, and in-depth product training on our Dealership Retail Management System. Prior to and following each course, you will complete various assignments to prepare you for and ensure understanding of what was learned. You will be given progress checkpoint tests throughout your training that will identify areas for improvement and to ensure you are on the right track. While training in the field, you will shadow field representatives including experienced sales representatives, consultants, and field technicians. This will allow you to learn the overall sales process and will give you the opportunity to observe dealership operations. The culmination of your training will conclude with a ten-day Sales Techniques Workshop that ends with a final presentation requiring completion of a mock sales presentation utilizing a real world account. This will be your final opportunity to showcase all the skills that you have gained throughout the training program.

### Requirements:

- Bachelor's degree or equivalent experience
- Must be a self-starter with good time management skills
- Excellent oral and written communication skills
- Desire to be in a sales role long-term
- Must be willing to relocate upon completion of training period

### Benefits:

- Medical, dental, vision, and life insurance
- 401(k) with up to 6% matching
- Company car for business and personal use
- Working remotely with an iPad, company cell phone, laptop, and other provided home office equipment
- Professional development and training
- Paid vacation and sick days
- Eight paid holidays
- Referral bonuses

### To Apply:

Submit your resume directly to [apply@reyrey.com](mailto:apply@reyrey.com); or, visit our website at [www.reyrey.com/careers](http://www.reyrey.com/careers) to learn more.

Reynolds and Reynolds promotes a healthy lifestyle by providing a non-smoking environment.