



Job Title: Sales Account Management
Location: Tampa, FL
Pompano Beach, FL

Type: Full time or contractual

Florida Transportation Systems, Inc. is seeking applicants for Sales Account Management positions on our team! Looking for great team players and performers that use customer satisfaction as a measure of success. Location for any full time Sales Account Management can be remote or co-located at the nearest facility.

Responsibilities:

- Professionally represent FTS and our manufacturers as a reliable sales consultant
- Maintain, support and grow existing account bases
- Serve as a liaison between FTS service support and customer when needed
- Manage assigned area of responsibility for opportunities; perform sales calls on prospective customers
- Provide account information and competitor data relative to assigned area of responsibility
- Retain and maintain specific customer detail in FTS company CRM system
- Full time Account Managers work under the general direction of the Sales Manager

Qualifications:

- Previous sales experience in automotive, transportation, heavy truck or other related fields desired
- Experience with public sector and governmental clientele a PLUS
- Familiarity with transportation industry
- Detail oriented and task/time sensitive to customer attention
- Ability to interact positively, constructively and professionally with existing clientele and accounts
- Territory management skills

Florida Transportation Systems, Inc. is an equal opportunity employer and provides a drug-free workplace. All full-time employees are offered medical, dental, vision and life insurance and 401(k) and Pension / Profit-Sharing opportunities.