



May 13, 2019

PlanIT Geo is seeking a Software Account Manager to join our fast growing sales team. Our software products and services are at the forefront of innovation in urban forest and green asset GIS technology. TreePlotter, our flagship software, has expanded to a suite of software tools that help government, NGO, and private organizations maximize the incredible value of their green infrastructure. With rapid growth of our global client base, we are committed to maintaining 5-star support and driving client value. We thrive in a culture of teamwork, customer success, autonomy to identify and solve challenges, passion for technology and the environment, and a flexible work environment.

The AM manages software subscription renewals and works alongside the support team to ensure customer success. With a variety of products, plans, and add on modules, there is no shortage of up sell and cross sell opportunities to help our clients achieve maximum ROI. Our company is based in Denver, but part time and full time remote work is possible for the right fit. If you have experience in sales or a customer facing role and value a greener future, we want to hear from you!

Job Responsibilities

1. Accountable for managing all subscription renewal opportunities in CRM. Execute renewal/upsell/cross sell sales process and invoicing.
2. Work closely with software support team to identify accounts that have cross sell opportunities. Engage with these clients to sell enhancements.
3. Work closely with software support team to identify accounts at risk of churn, and develop a proactive success plan with the client.
4. Team with the marketing department to create and execute cross sell campaigns.
5. Communicate new feature development ideas to software development team stemming from client interaction.

Desired experience and qualities

- Urban forestry, park, or tree care experience
- Demonstrated success in a sales role and CRM use
- Tech savvy, and ideally familiar with GIS and mapping software

- SaaS experience
- Super communicator, critical thinker, and comfortable taking initiative.
- 4 year degree in business or environmental studies

Compensation

- Base salary and commission plan for combined on target earning of \$80k
- Company medical, dental, and vision plan
- 401K plan with 4% matching
- 2 weeks paid vacation plus up to 2 weeks unpaid, and 7 paid holidays