



**Residential Management Systems, Inc.**

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## **Regional Sales Director**

This is your chance to sell the leading Housing, Conference and Judicial management software solution within the United States. Residential Management Systems, Inc. (RMS) provides world-class enterprise software to help Universities and Colleges plan, manage and understand their Housing, Conference and Judicial operations.

### **What does a Regional Sales Director do?**

- Sell and service RMS within the United States
- Implement sales/marketing tactics and programs in order to meet or exceed assigned territory objectives
- Sell to decision makers at the Housing Director, Vice President and CIO level
- Create a long-term sales strategy for accounts and act as over-all account manager
- Act as liaison between RMS and customers
- Utilize various tools to implement a territory marketing plan, including territory management
- Align internal and external resources (partners such as Oracle, SunGard, Blackboard and others) to meet sales objectives
- Manage multiple transactions with assigned accounts
- This is a permanent, full time role with RMS. Successful candidates will be eligible for the RMS benefits package, vacation and more.

### **Qualifications and Characteristics of Success are:**

- Proven sales success in the software space and/or experience in the University Student Services industry
- Experience working with sales quotas
- Business acumen: have a deep understanding of the customers' business to drive solutions
- Energy, enthusiasm and intelligence to deliver our solutions to customers
- Experience selling in a territory management model
- Excellent presentation, communication, and interpersonal skills

## **Residential Management Systems, Inc.**

Residential Management Systems is the leading provider of Housing, Conference, Judicial and Property Management software globally. RMS software manages over 600,000 University and College beds daily. We offer solutions for student web self service, housing management, judicial affairs, conference and event management, wireless handheld devices, and more.

### **Job Package:**

- Salary – TBD (base salary plus commission). The normal work week will be 40 – 50 hours.

### **Travel:**

- Expect maximum of two weeks per month of travel, to be reviewed annually.

### **Benefits (details on these are in the employee handbook):**

- Health, dental insurance for the employee
- 401(k) plan, no employer matching contributions
- FSA Section 125 Plan
- Eight company-paid holidays per year
- Vacations (see employee policy manual for details on year hired)
- Personal Time Off (PTO) days (see employee policy manual for details on year hired)
- Long Term and Short Term Disability Cover