



## Software Account Executive

We are seeking an experienced sales arborist and/or municipal arborist, forester, or parks manager to join our sales team. If you are interested in taking your career to the next level with an innovative company that's expanding globally, read on!

### Job Brief

Plan-It Geo's flagship software Tree Plotter is the fastest growing tree mapping & management software in the world. Our web-based and GIS-based Software as Service (SaaS) platform is used in the private, public, and non-profit sectors for the management of trees, urban forests, and other natural resources. This is an exciting period in our company's growth, with plenty of opportunities to advance and grow along with us.

We are looking for an experienced account executive to take leads qualified by our marketing and sales development rep teams and close new software subscription deals. You will drive leads through the pipeline with demos, scope of work development, proposals, and negotiations. After a new sale is closed, you will ensure a smooth transition between the client and project manager or customer success team for software setup and onboarding.

Furthermore, our software development is heavily driven by internal ideas as well as ideas and requests from our prospects and customers. You will communicate these ideas to the product owner and team for possible new feature development.

### Primary Responsibilities of the Position:

- Perform online demos/calls and schedule appropriate next steps to drive opportunities through the pipeline
- Effectively communicate value propositions and utilize consultative sales techniques
- Develop scopes of work and proposals to match prospect needs
- Close software subscription deals and ensure seamless setup transition
- Track activity and pipeline progression in CRM
- Host local or regional workshops and attend conferences/trade shows
- Contribute ideas and requirements for feature development
- Work with marketing team to create content for campaigns

### Skills and Experience:

- 3-4 years in a sales role, or 5+ years in the urban forestry/parks industry with proven success; or similar experience in the tree care industry
- Excellent communication and business relationship skills
- Understanding of the sales cycle and performance metrics (KPI)
- Bachelors degree or higher



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**Desired Skills and Nice-To-Haves:**

- Experience with GIS or inventory/asset management software
- Experience in a SaaS environment

**Compensation**

Base salary starting at \$45K (dependent on experience level) and a commission structure that targets \$80,000+ in total compensation (uncapped commission). Company 401K, health insurance, and paid time off offered. Flexibility to work remotely from our main office in Colorado is available.

If you are interested in applying, please send a cover letter and resume to [sales@planitgeo.com](mailto:sales@planitgeo.com).