Stability meets Agility. CDK is one of the largest technology providers to the automotive industry, with more than 27,000 dealer sites in over 100 countries and nearly 9,000 employees worldwide. From data scientists to sales and operations experts, we’re hiring to support your growth and ours.

COMPENSATION
- Base Pay – 35K (*Non-Negotiable) | Variable – 30K (*At 100% of Target, Uncapped)
- Commissions – Based on the terms and conditions of CDK’s commission program
- 3 Months NRD (Non-Recoverable Draw) = $625 for the first 2 pay periods; $400 for the next 2 pay periods; then $200 for the last 2 pay periods, for a total of 6 consecutive pay periods
- State-of-the-art sales automation tools
- Exceptional initial sales training program/on-going on-the-job training thereafter
- Significant advancement opportunities for outstanding performers
- Significant opportunity for long term success with a career organization
- Comprehensive benefits package that starts on your first day of employment

DESCRIPTION
Ready to Take the First Step to Jump Start Your Career in Sales? This is an outstanding entry-level Inside Sales role, with the opportunity to grow into an Outside Sales role, post training and development! Let us help you GreenLight Your Career!

The Inside Sales Account Manager will… Be responsible for generating Layered Application sales opportunities either through cold calls to existing customers or by fielding incoming calls. A significant amount of time will be spent doing account management activities of a designated sales territory. 80% of this individual's time will be spent on the phone either managing existing accounts or generating upgrade sales.

- Generate Layered Applications Sales
- Demonstrate the value of our DMS/Layered Applications.
- Independently performs direct sales to franchise dealer operations and new customer in assigned territory through direct contact usually over the phone.
- Maintains account management functions in order to meet customer expectations and assure satisfying relationships.
- Make outbound sales calls to follow up on leads and further qualify the customer needs.
- Answer inbound sales calls.
- Consult with existing customers to find out their business needs and how CDK's products can help resolve or manage their business needs.
Resources at your disposal

Outside Sales Associates  Sales Education Team  Channel Partners
Sales Resource Center  Learning Tool  Sales Manager
Learning Edge  Marketing Communications
AVP/Executives  VIP Solution Center  Outlook Calendar
Sales Automation Portal  Salesforce.com
Manufacture Solutions  Business Development Center

Job Attributes

• Easily build quality customer relationships
• Consistent sales calls via phone presentations
• Engage in Solution Sales Process
• Uncover client and prospect needs and challenge client to maximize their business results by embracing CDK solutions.
• Close business achieving assigned annual Quota Credit plan
• Assimilate product & technology knowledge to configure and quote product solutions.
• Maximize your resources by engaging the full breadth and depth of ADP Channel partners.
• Understand Strategic Account Sales
• Gain quick access to Key Decision Makers

Personal Attributes

• Results Oriented/Proven track record
• Excellent communication skills
• Excellent Listening & Questioning Skills
• High degree of Sales Skills
• Self-Driven & Highly Motivated
• Resourceful
• Customer Focused
• Ambitious/Competitive
• Highly Organized
• Overcomes Objections
• Good Negotiation Skills
• Effective Solution Seller
• Microsoft Office & CRM PC Skills
QUALIFICATIONS

- No experience required, though 1-3 years of cold calling or phone sales skills is a significant plus
- Bachelor’s degree preferred or equivalent experience
- Advanced time management skills
- Microsoft Office Skills, specifically Outlook Tasks and Calendar scheduling
- Account Management skills
- Experience/exposure to the Powersports/Marine/RV industry a definite positive asset

We seek individuals with the ability to demonstrate time management, telephone sales skills and knowledge of CDK products and services (training provided). A goal-oriented individual with superior communication skills and the ability to complete individual goals as well as work in a team environment is ideal. The demonstrated ability to communicate using technical concepts is required. Successful candidates will have the ability to use innovative sales approaches to challenge and influence the prospect to consider CDK Solutions. **The desire for a long-term career in sales preferred, as many opportunities await you with success in this role.**

We back our Sales force with the strongest infrastructure in the business. CDK provides a top notch supporting cast which gives the Sales associates the back-end support needed to get business done. We will support your career growth with initial and on-going sales training, advanced sales tools and an attractive compensation package designed to reward you for your initiative. We cannot succeed as a world class service company unless we globally attract, motivate, empower and retain exceptionally knowledgeable, talented, and committed associates.

Our associates have a strong work ethic and results-orientation, believe in and support our core values, and reflect the diverse business environments in which we operate. We will offer our associates challenges, opportunities, advancement, competitive compensation and benefits, and personal training and development in an informal, fast-paced, non-bureaucratic environment that is sensitive to work-family and flexible-schedule issues. We will provide technologies that enable our associates to meet our clients’ ever-changing product needs and preferences. We want each associate to feel like an integral part of a team that is making a discernible positive contribution to CDK’s success. Our goal is to be the clear employer of choice for our current and future associates.

**CDK Global is an Equal Opportunity Employer; Minorities/Women/Veterans/Disabled. We believe that diversity in all aspects of business leads to strength.**