



Position Specification

Position:	Senior Strategic Accounts Manager
Area of Focus:	<u>Commercial REITS</u>
Company:	Fortis Warranty
Headquarters Location:	Denver, CO
Position Location:	<u>Near a Major Airport</u>
Reporting Relationship:	Reports to SVP Sales & Marketing
Desired State Date:	Q1 2020

Company Description

Fortis Warranty is a disruptive force in the roofing industry and has a proven track record of changing paradigms to benefit building owners and facility managers. Through experience, proprietary assessments, unmatched reconditioning standards, and using scientific analysis of roofing materials to more precisely estimate their useful life, Fortis has been able to confidently write commercial and institutional roof warranties for more than 15 years. Fortis warranties were developed to combine financial certainty with guaranteed roof performance that cost significantly less than roof replacement solutions and are backed with the strength of Lloyd's of London. Several industry studies have shown that roughly 80% of commercial roofs are replaced prematurely. Fortis Warranty advocates for the customer and their solutions focus first on extending the life of existing roofs and guaranteeing their performance before considering other solutions.

Further information is available at: fortiswarranty.com

Position Summary

We are looking for a Senior Strategic Account Manager to play a critical role in building relationships with significant clients in the Commercial REIT vertical. Our ideal candidate should be able to leverage existing relationships, ensure client satisfaction, and be able to identify new opportunities to increase sales.

Our Senior Managers represent our company and interact with major clients on a regular basis. In addition to a tenacious business developer and a strategic thinker, this position requires polish, excellent communication skills, and a strong a customer service attitude.

Ultimately, achieving annual sales goals and strategic account targets are the top measurables of this role.

Necessary Skills

The Fortis Senior Strategic Account Manager must be a jack-of-all traits sales professional with a wide range of skills to develop new customers and grow existing customers. Staying in control of the process the whole way.

It is imperative for the Fortis Senior Strategic Account Manager to learn the ins and outs of all of Fortis' service lines in order to strategically penetrate and navigate large and complex national account targets.

A strong ability to identify targets, deliver a clear message to them, and quickly qualify them are critical skills. Understanding how commercial REITS procure services, especially roofing, for their buildings and portfolios will significantly help accelerate this position's success.

General Fortis Warranty Qualifications

Fortis Warranty believes that, while preferred, having prior roofing sales experience is not a necessary requirement to achieve success with this company. However, the Senior Strategic Account Manager for this role must possess the following key traits:

- Impeccable integrity
- Self-motivated to achieve great things
- Authentic and powerful networker
- Innovative and critical thinker
- An inherent desire to unconditionally win!
- Very strong customer service skills
- Experience in managing multiple projects simultaneously
- Team player
- Strong time-management skills
- Proven track history of selling a service

Strategic Account Manager Specific Qualifications

- College degree or equivalent
- Ability to travel at least 50%
- 15 years of experience as a Strategic Account Manager or similar role
- 10 years selling a service to Commercial REITS and very strong contact network that can be engaged without restriction at Fortis Warranty.
- Ability to discover, understand, and qualify a customer's stated goals
- Demonstrated ability to target and penetrate key prospects
- Track record of success executing strategy
- Strong verbal and written communication skills
- Ability to apply general mathematical concepts
- Experienced in using technology - such as smart devices
- Strong ability to use software such as MS Office and Salesforce
- Ability to climb ladders, access roofs, and carry items over 40 pounds

Compensation & Benefits

- Competitive Base Salary Plus Aggressive Commission Package
- Health Insurance
- Profit Sharing Program
- Potential to earn an equity position with sustained performance

Resume Submission

If you are interested in this exciting opportunity, or know someone who is, please submit resume information to the following: Attention: David Schupmann - info@fortiswarranty.com!