

WANTED: SENIOR ACCOUNT EXECUTIVE

Start working for one of the largest tech companies in northern BC! We're looking for an outgoing, ambitious sales rep to help us get our inspection management solution into the hands of local government across North America.

You'll need to have a proven track record in sales and be comfortable with computers, smartphones, tablets, and software. In return, you'll have the chance to work with a closely-knit team in an organization that's experiencing exponential growth.

WE'RE LOOKING FOR SOMEONE WHO...

- Is goal driven and strives to achieve
- Has experience with a consultative sales program
- Is adaptable and thrives on improving through team mentorship
- Is comfortable with technology including smartphones, tablets, online meeting software, and a CRM (you will be a great fit if you are a techie at heart)
- Can quickly establish rapport with everyone from end users to executive directors
- Is an enthusiastic people person that isn't afraid of making lots of cold calls
- Has 3 or more years sales experience with a proven track record of closing deals
- Has a current passport and is willing to travel to conferences in Canada and the US
- Keeps good customer service at the top of the to-do list

HERE'S WHAT YOU'LL BE DOING...

- Making at least 75 calls per week to the prospects and leads assigned to you
- Traveling to 1 – 5 trade shows across North America to meet and greet your own leads
- Developing these leads into prospects using your experience and our strategies
- Interviewing prospects to see if they're the right fit and then presenting a custom solution (you understand what an ideal customer profile is and how to make it work for you)
- Providing high level demonstrations of our inspection management solution over the phone and with online meeting software.
- Implementing a consultative sales approach and partnering with prospects to create long term clients.
- Documenting all your sales activities by entering them into our CRM system

YOU'LL BE A GOOD FIT IF YOU...

- Have the drive and self-discipline to reach your call targets without supervision
- Are extremely optimistic and can focus on long term goals
- Can listen to customers, quickly identify their problems and pain points, and offer solutions that work for them
- Possess the ability to make a lasting impression with just an elevator speech or a few sentences
- Are professional in the way you present yourself in person, on the phone, and by email
- Have the ability to present ideas and concepts clearly over the phone
- Can sit at a desk, use a computer, and make phone calls throughout an 8 hour workday

This position reports directly to the Vice President of Sales. It is a quota carrying position, so the successful candidate will be expected to consistently meet or exceed monthly targets and key performance indicators. The ability to adapt and adjust will be critical to success.

To ensure your success in this position, we'll provide a thorough and intense on-boarding session, training to use our mobile app on a variety of mobile devices, and training to use our sales software. Your compensation includes a base salary, commissions on self-generated sales revenue, bonuses for quota achievement, and health and dental benefits. There is no earnings ceiling.

Please email your resume to hr@noratek.com. You can learn more about the product you'll be selling at www.cityreporter.ca. Sorry, but only those candidates that are short listed will be contacted.