

SALES EXECUTIVE – CLOUD TECHNOLOGIES

JOB NUMBER: 18-SA-CAE02

Posting Date: November 6, 2018

Start: Immediately

Duration: Permanent Full Time

Location: Western Canada

For Company Information visit WWW.ENCOREBUSINESS.COM

The Position

As a Cloud Sales Executive reporting to the Vice President, Sales you will be responsible for prospecting for new clients and selling existing clients on the benefits of converting their on-premise environments to cloud technologies. You will develop a systematic approach to educating audiences, both internal and external on the value, flexibility and security of Encore's Cloud offerings; primarily based on Microsoft Cloud technologies. Responsible for meeting annual and quarterly revenue goals, you will leverage internal resources to optimize the sales cycles.

The ideal candidate will have business to business sales experience with emphasis on cloud-based solutions and a good technical knowledge of Microsoft Azure, Office 365 and Enterprise Mobility Suite (EMS). Preference will be given to candidates with a Bachelor's Degree in Business Administration or Computer Science or equivalent.

Key Areas of Responsibility

- Generate new sales opportunities; follow up on marketing campaigns and inquiries.
- Develop processes to respond to and qualify leads.
- Provide services team with complete and accurate information for deployment.
- Become technically proficient with pre-sales; prepare and deliver effective product demonstrations.
- Record prospect and client interactions, leads, opportunities, contacts in company CRM database.
- Research and monitor industry trends, competitive products and service offerings.
- Develop and maintain strategic relationships with industry experts.
- Deliver best practice recommendations to clients as it relates to cloud offerings.
- Provide strategic and tactical leadership to internal resources as it relates to the Cloud Practice.

Desired Skills & Competencies

- 1 – 2 years' experience selling Cloud based solutions preferred.
- University degree in Business Administration or Computer Science or equivalent.

- Good technical knowledge of Microsoft Azure, Office 365, EMS.
- Successful at building strategic and / or developmental relationships at a senior management level.
- Proven track record for influencing and negotiating to win.
- Strong organizational, planning and analytical skills with ability to manage multiple and often conflicting priorities.
- Exceptional presentation, communication and interpersonal skills.
- Excels at collaboration and team approach.
- Able to work in a fast-paced industry and environment.
- Driven to succeed; results oriented.
- Willing and able to travel; valid driver's license and passport are required.
- Must be legally entitled to work in Canada.
- Must be fluent in English – both verbal and written.

Please send your confidential résumé as a MS Word or PDF document to:
hr@encorebusiness.com, quoting the job number in the subject line of your email.

Furthering your success through the alignment of strategy, people, processes, and technology

We thank all applicants for their interest; however, only those candidates selected for a subsequent interview will be contacted.

Encore does not conduct interviews via an online platform. This is not a paid internship.