

SALES ACCOUNT EXECUTIVE

JOB NUMBER: 21-SA-AE01

Start: Immediately

Duration: Permanent Full Time, Exempt

Location: Remote (Open to Residents of Canada & US)

For Company Information visit www.encorebusiness.com

The Position

As a Sales Account Executive in the fast-paced tech industry, you have an entrepreneurial spirit and a canny ability to discuss technical subjects with non-technical audiences. Tasked with striving to meet or exceed annual revenue goals, you will work closely with client executive teams to maximize mutual value and earn trusted business partner status.

The ideal candidate will have experience in account management or software sales roles building client relationships with a demonstrated ability to listen and comprehend unique business challenges. You will be familiar with or be prepared to immerse yourself in learning the nuances of the Microsoft Dynamics product lines. You don't shy away from a challenge and pride yourself on being able to solve problems. Your natural curiosity and ability to engage our inhouse subject matter experts will expedite your understanding of the solution offerings and our service capabilities.

Key Areas of Responsibility

- Build and maintain a pipeline of prospective clients.
- Effectively qualify leads provided by a variety of lead sources.
- Guide qualified prospective clients through a methodical sales cycle, citing company value proposition.
- Provide prospects with information and capabilities about Microsoft business solutions (ERP, CRM, BI, Office, Cloud), as well as emerging trends and technologies.
- Assist in managing key partnerships and alliances that help facilitate lead generation.
- Lead internal team collaboration efforts and coordinate internal resources to deliver a proposed solution that best enables prospects to achieve more.
- Meets assigned targets for profitable sales volume.
- Accurately record client interactions, leads, opportunities, contacts in company CRM database.

Desired Skills & Competencies

- Post-secondary education in Accounting, Business, MIS or Computer Science.
- Minimum of 2 years' experience in client relations, sales, account management roles with emphasis on earning trusted advisor status.

- Solid understanding of ERP and CRM software applications preferably Microsoft Dynamics.
- Demonstrates strong interpersonal and teaming skills.
- Strong presentation and communication skills.
- Driven to achieve high levels of client satisfaction.
- Proven history of integrity and ethical conduct.
- Coachable and always keen to learn.
- Thrives in a team environment; willing to share techniques and experience with peers.
- Willing and able to travel; valid driver's license and passport are required for conference attendance and prospect meetings.
- Must be legally entitled to work in resident country of Canada or US.
- Must be fluent in English.

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 subsequent interview will be contacted.