

# ACCOUNT EXECUTIVE – COMMERCIAL SEGMENT

Consulting industry

## WHAT'S THIS ABOUT?

Founded in 2013, our client has been growing their Salesforce consulting business in a sustainable way, and now they're looking to add an Account Executive to their team who can focus primarily on the commercial market. This is a work-from-home role for someone who is a tenacious self-starter.

We're looking for a high-energy, driven professional with sound business acumen and natural sales instincts. To be successful in the role requires you to be eager to advance in the organization, meet business objectives and quotas.

You will be provided with the tools, resources and leadership to develop business relationships based on providing mutual value with our Partner Salesforce to sell business solutions and take your career to the next level!

### ABOUT YOU

- Bachelor degree from an accredited university with at least 3 years experience in consulting or B2B sales in a medium or large organization;
- Experience with complex sales processes
- You create a great first impression and know how to deliver a world-class experience;
- Results-driven, self-motivated, strategic & tactful; excel at building solid and long term relationships;
- Must be fluent in English and French
- CRM experience an asset

### ABOUT US

- Salary: **\$80,000** + 10% commission + established bonus structures
- Flexible hours & paid certifications
- 3 weeks vacation
- Canadian-based consultancy
- Offices in downtown Montreal

### IS IT YOU WE'RE LOOKING FOR?

Email **Melanie Diotte** with the position in the subject line.

**Attach** your complete resume.