



COMMERCIAL ACCOUNT EXECUTIVE

IT industry

WHAT'S THIS ABOUT?

Our client is an international tech company that delivers IT solutions to build the workplace of tomorrow. They need a passionate commercial account executive to help businesses seize the enormous opportunities of digital transformation.

You are a driven and self-motivated professional that is comfortable challenging clients out of their comfort zone, while strengthening relationships along the way. You establish yourself as a subject-matter expert and clients find it easy to trust you. You apply out-of-the-box thinking with customers, often teaching, challenging their assumptions, and tailoring proposals with scrupulous research and industry knowledge.

ABOUT YOU

- 2+ years of experience in a business-to-business sales environment; experience in the technology industry preferred
- High school diploma or equivalent required
- Solid business acumen and understanding of how to manage a sales funnel
- Knowledge of and/or experience with Challenger selling methodology preferred
- Demonstrate strong verbal, written, listening and presentation skills; ability to present complex solutions in a simple manner
- Committed to exceptional customer service
- Proficient in Salesforce and Office 365

ABOUT US

- Compensation package: average **\$55,000** with uncapped commission
- **\$3,000** signing bonus
- 3 weeks of paid vacation
- Full dental and medical benefits
- 2 paid volunteer days per year

IS IT YOU WE'RE LOOKING FOR?

Email Melanie Diotte with the position in the subject line.

Attach your complete resume.