

## ACCOUNT EXECUTIVE

Beyond Technologies is a professional service firm, specialized in SAP solution integration and business process optimization. We are currently seeking an Account Executive.

Working with the sales team, the candidate will develop a network of contacts & partners which will enable him/her to find new opportunities and successfully conclude sales of SAP software and professional-services for medium sized businesses (75M\$ – 1B\$) across various industries in Ontario.

### Your tasks:

- Establish and maintain business relationships with existing and future clients
- Source & nurture new clients and sales strategies and manage the full sales cycle of new potential clients (in collaboration with the marketing team) until deals are finalized
- Prospect the market of medium-sized businesses in search of SAP sales opportunities
- Understand strategies, business objectives and client needs in order to propose services in line with these strategies, objectives and needs
- Build commercial offers and respond to RFPs while working in collaboration with the pre- sales team
- Organize discovery sessions and demonstrations with the pre-sales team
- Negotiate and conclude sales
- Write and finalize contracts with the support of the management team
- Support the delivery of sold services and monitor client satisfaction
- Participate in steering committees during the implementation of SAP solutions, as needed.
- Maintain relationships with the SAP sales team

### You have :

- Minimum of 10 years of experience in sales of professional services, projects and SAP solutions.
- Proven sales history of meeting objectives and targets.
- Ability to capitalize on existing relationships and knowledge in order to increase sales.
- Strong understanding of business processes in both distribution and manufacturing sectors is an asset.
- effectively interacting with others.
- Must be results-oriented, and demonstrate a “can-do” attitude – adaptability, flexibility and resourcefulness

### You are :

- Independent
- Ability to multitask and prioritize
- Relentless passion of the customer’s success
- Persistent
- Compliant and results driven

Chez Beyond, nous voulons que nos employés soient heureux, tant au travail qu’à l’extérieur. Tout ce que nous entreprenons, et tout ce que nous offrons à nos employés sont basés sur notre philosophie : nous croyons que d’investir dans nos ressources est bénéfique pour tous.