

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 for our office in the United States.

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 the United States

Your day to day:

- 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.
- Experience selling ERP solutions considered a strong asset.
- 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.

- Must be results-oriented, and demonstrate a “can-do” attitude – adaptability, flexibility and resourcefulness

Your DNA:

- Independent.
- Ability to multitask and prioritize.
- Relentless passion of the customer’s success.
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- 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.