

## ACCOUNT EXECUTIVE

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

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 and/or Quebec.

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### 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
- Excellent communication skills in both French and English (oral and written) required for Montreal office location only
- Ability to manage multiple mandates and deliverables at the same time
- Ability to work in a team environment and interact effectively with other members
- Must be results-oriented, and demonstrate a “can-do” attitude – adaptability, flexibility and resourcefulness

### You are:

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

At Beyond, we want our employees to be happy and healthy both on and off the job. Everything we do and offer to our employees is based on our philosophy that investing in our people is good for all of us!

Beyond is dedicated and committed to promoting a diversified and inclusive work environment for everyone. Beyond Technologies is an equal opportunity employer and we believe in fostering an environment where everyone regardless of gender, race, ethnicity, sexual orientation, disability, age, or all other identities feels respected, protected and celebrated.