



HighVail Systems Inc. – JOB DESCRIPTION

Position Title:	Sales Representative – Sr. / Account Mgr.	Travel Required:	Mainly Greater Toronto Area
Location:	Toronto	Position Type:	Full Time

Applications Accepted Via:

E-mail: HR@HIGHVAIL.COM

In subject line of email, indicate the position applied for.

Job Description

Summary:

To provide clients with the best technical solutions available to meet and surpass their IT requirements, while obtaining leads, managing accounts and closing deals which contribute to and help surpass sales / gross margin targets.

Duties:

- Prospect and develop sales opportunities via on-going face-to-face activities including leveraging your existing relationships and HighVail’s partners.
- Participate in vendor and partner events as well as sales campaigns from time to time to develop new business opportunities.
- Develop good working relationships with HighVail’s vendors, partners and employees.
- Collaborate and work closely with Inside Sales Representatives, Technical staff and Management.
- Present clients with well-designed and customized proposals, business cases, technical and financial solutions in a timely manner.
- Participate in ongoing partner education and certification programs to keep abreast of new technologies as they pertain to HighVail’s client base.
- Meet or exceed quarterly and annual gross margin targets.
- Take part in weekly sales meetings and keep management abreast on all key account activities.
- Lead strategy and account planning sessions.
- Keep accurate and up-to-date records about leads, prospects, clients and sales opportunities using a CRM tool.
- Maintain exceptional client satisfaction.

Qualifications:

- Excellent communication skills / superb command of English.
- College or University diploma/degree (IT/technical field preferred).
- Ability to call into new prospects, identify key decision makers, identify and qualify new business opportunities.
- Ability to analyze clients’ current IT environment and offer practical solutions to improve same.
- Proven track record of closing deals.
- Minimum two years sales experience to executives, senior level managers and key decision makers.
- Understanding of IT solutions and how to sell them, ideally from the following manufacturers: Oracle, Hitachi Data Systems, IBM, HP, Fujitsu, Symantec, NetApp, Red Hat.
- A people-person and team player, able to collaborate and leverage HighVail and partner resources to win deals.
- Personable, mature, time-conscious and extremely concerned about client satisfaction.
- Professional attitude and appearance.

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