

Account Executive

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Company: Activo Inc.

Location: Markham

Category: other-general

We are seeking an Account Executive whose primary focus will be to maintain existing client relationships and build new relationships within targeted accounts. You will play a key role in growing the business. You will have the tools to drive growth within accounts by providing Physical Security, WiFi, AV, Cabling Infrastructure, Microsoft Teams and Managed Services solutions. You will be expected to engage with all levels within the clients' organizations including IT, Facilities, and Executive Management. You will be required to develop and deliver sales bids, presentations, proposals and/or product demonstrations. The ideal candidate will possess strong sales, interpersonal and organizational skills. They should be comfortable multitasking and able to budget their resources to meet the assigned quotas for their role.

Why Join Us: Total compensation of \$95,000 up to \$150,000 OTE Flexible hybrid work environment Peer-to-Peer recognition program Full benefits package Employee celebrations and events Annual employee recognition program Employee Bonus program

Responsibilities: Executes and expands assigned customer account plan(s) which is developed in conjunction with management. Executes billing margin initiatives through selling value-added services. Prospects targeted customers, including cold calling and developing leads through referral channels. Communicates with customers and leads to identify and understand their product or service needs; identifies and suggests products and services to meet those needs. Ensures customer satisfaction through ongoing communication and relationship management; resolves any issues that may arise post-sale. Maintains communication with existing and new customers, alerting them of new products, services, and enhancements that may be of interest. Utilizes sales management tools for sales planning and

documenting opportunities. Develops and grows product knowledge through training provided by Activo. Develop strong relationships with suppliers, including performing regular joint sales calls. Provide quotations in conjunction with the sales support team. Qualifications Bachelor's degree preferred with two to three (2-3) years of business experience selling solutions in at least two of the following disciplines: Physical Security WiFi Audio Visual Cabling Infrastructure Microsoft Teams Managed Services Excellent sales and negotiation skills. Strong interpersonal skills. Effective communicator, both written and verbal. Ability to work in a team environment. Ability to develop and deliver presentations. Strong Microsoft Office Suite skills. Ability to travel to current and potential clients and suppliers. Ability to work a flexible schedule and occasional overnight travel. Maintains and manages a pipeline of opportunities

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