

Account Executive

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Company: marcus evans Group

Location: Montreal

Category: other-general

marcus evans, founded in 1983, is a global business intelligence and event marketing company, with 49 offices in 20+ countries. Summits, the flagship solution offered by the company, is growing at a rate of 20% annually. The company provides an outsourced business development platform that combines access to procurement technology with in-person Summits, connecting buyers and sellers year-round in key industry sectors.<https://player.vimeo.com/video/645215978>We are adding 3 Account Executives to our Montreal team to develop new accounts and manage relationships in both the Energy, Healthcare and Medical Manufacturing sectors. Successful candidates will have the opportunity to develop into Senior Account Executives and eventually Sales Managers once initial milestone targets are achieved. This role demands excellence and commitment to the company's vision.

Key ResponsibilitiesGenerating and prospecting new leads to create book of business.Targeting General Partners and C-suite decision-makers>Contacting, qualifying, and engaging prospects through email, LinkedIn, and cold-calling.Keeping an organized record of sales activity and pipeline.Maintaining the proper KPIs to achieve both short-term goals and long-term career success.Traveling to destination cities nationwide to work with new and existing clients.Acting on behalf of the company and our clients in the delivery of our exceptional products and services.

QualificationsCandidates should have at least 2 years of proven B2B or B2C sales experience, preferably with high-priced products.Experience in creating and launching strategic marketing email campaigns is preferred, along with cold calling experience to C-level executives.Exceptional listening and questioning skills, along with emotional intelligence and tactical empathy, are essential for

success in this consultative sales process. Candidates should have experience in both hunting and farming, along with exceptional research and organizational skills. Compensation and Benefits Account Executives can expect to earn 8%-10% commission on monthly targets, with deal price points ranging from \$70k to \$100k for entry relationships, growing to \$200k-\$300k for repeat relationships. The base salary is \$50,000 per annum, with OTE exceeding \$90k+ in year 1. Max Commissions 15%. Opportunities for international sales management are available after year 2, with travel to attend in-person events in locations such as Monaco, Cannes, Los Angeles, Dallas, Beverly Hills and Switzerland etc. Senior Account Executives in year two can expect an OTE of \$90k-\$200k plus a base salary, with OTE reaching \$120k-\$220k. Health, Dental & Vision. State of the art gymnasium onsite at no cost to the employee. Monthly career reviews are conducted against financial goals and KPI metrics, with opportunities for progression into management after year 2 based on performance. Continuous training and development are provided via coaching and mentorship programs, access to a global learning management system, and an exclusive Manager in Training program for selected global candidates. Hubspot CRM is utilized to manage relationships, prospect data, and pipelines. We are an equal opportunity employer and value diversity. All employment is decided on the basis of qualifications, merit and business need.

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