

## New Business Account Executive - Public Sector

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Company: Unit4

Location: Halifax Regional Municipality

Category: other-general

### Job Description

Reporting directly to the Public Sector Sales Director, your role will be to develop a new business sales plan and strategy to win new license SaaS sales revenue in line with specific sales targets

Taking ownership of your territory within the Public Sector

Working closely with management, the pre-sales team, operations, partners and clients to ensure that effective proposals and plans are presented to customers and partners

Utilise your sales leadership skills in order to align all virtual teams across Unit4 and our partners, to ensure successful outcomes

You highlight business benefits that will be achieved by investing in our solutions

You keep yourself up-to-date with all relevant technologies used by Unit4 and changes in the sector, including an appropriate level of understanding of the solutions we provide

### Qualifications

Solid track record in selling SaaS solutions, ideally in the ERP space

A passionate new business (hunter) sales professional relentless in finding new opportunities

Experience selling into the Public Sector is preferred but not essential

A lively and enthusiastic personality, which you transfer onto your colleagues

A true negotiator. You keep your and your client's needs and wants in mind

Individual Contributor with leadership qualities

Mentor and guide sales teams as subject matter expert

Experience selling to CxO suite

Team player with solution sales motivation and helping customers solve their toughest challenges

Bilingual in Canadian French and English

#### Additional Information

Join Unit4 and you'll be part of one of the most exciting journeys in the cloud software space today. We're a fast-paced and high-growth people-centric cloud player offering a host of benefits & development opportunities for individuals serious about their career

A culture built on trust. That's why we offer our people an uncapped time off policy and remote working opportunities. We focus on results, not how many days you work or where that work takes place

One of the most lucrative commission plans in the industry and a range of market-leading benefits

World-class sales tools and a pipeline development engine in the form of a global BDR team.

Work, learn & be inspired by some of the best talent in the software space

Private medical cover, health insurance, life assurance, contributory pension scheme (employee 3% and Unit4 8%) and a whole host of other market-leading flexible benefits

Talent program for high performers. Each year we provide a platform for high potential talent to accelerate their careers!

Committed to corporate social responsibility with our Act4Good initiative, our global movement to do good, and a way for everyone at Unit4 to come together and engage in actions that benefit society

Diversity4U. Helping our people thrive starts with a safe and inclusive work environment. We launched our Diversity4U program that builds on our “be genuine” value

This role may require security clearance required for customer projects and access to sensitive (customer) data. That means that after you have accepted our offer, we could ask for background checks. Subject to applicable local laws, such security checks may require disclosure of personal information including criminal record declaration, right to work, personal identification and work history. No worries though – we'll handle it according to local privacy laws and keep your info safe. Questions? Feel free to reach out!

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