

## Senior Solutions Sales Executive – Public Sector- Alberta

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Company: Ricoh Canada Inc.

Location: Edmonton

Category: other-general

Senior Solutions Sales Executive – Public Sector- Alberta  
The Senior Solutions Sales Executive, Public Sector (SSSE-PS) is a highly motivated self-starter who thrives in a high growth, fast paced, collaborative team-selling environment. SSSE-PS is accountable for exceeding monthly and quarterly quotas, proactive deal management, forecast accuracy, and working with customers and prospects in collaboration with internal teams and the broader Ricoh organization. It is expected that the SSSE-PS can both transact deals with velocity and run strategic opportunities independently. This position is an individual contributor role reporting to the Sales Manager, Public Sector in Alberta. The SSSE-PS acts as a client executive focused on a specific vertical market in the public sector realm (Core Government, Education, Healthcare). The SSSE-PS understands the entire Ricoh portfolio of services and can articulate how they integrate to support modernization efforts of the public sector client. The strategic direction, growth, and outcomes will be the ultimate responsibility of the SSSE-PS.

**Duties and Responsibilities:** Identify, cultivate, and close on net-new business as well as manage existing relationships to ensure public sector customer renewals and retention in Alberta. Qualify sales opportunities based on Ricoh's sales methodology & metrics, to include customer fit and success criteria. Build account plans and strategies for each target account. Collaborate and engage internal resources (Senior Managers, Solution Architects, Professional Services, Subject Matter Experts, etc.) in sales opportunities. Manage all sales activity and manage forecast accuracy through proper use of sales tools (Salesforce) and achieve Sales KPIs (Activity, Pipeline, Win rate, etc.). Develop and deliver customized sales presentations and product

demonstrations Understand public sector vertical-market challenges, business needs and opportunities then correlate this information back to Ricoh's portfolio of product and services Drive profitable growth in assigned account(s) through valuable customer engagements, contract retention and expansion, and addition of solutions and services Builds relationships inside client organizations, to facilitate account retention and expansion, and manage the day-to-day sales activities Independently drives customer engagements, meetings, and develops opportunities using SMEs and other skilled assets to position, propose and close deals Other duties as assigned by

Manager Qualifications: Minimum College or university degree, or equivalent experience in a related field. 2+ years of public sector sales experience in a quota-carrying role, ideally in IT or a consultative selling environment that includes Services, Software and SaaS-based offerings (both on-site and Cloud) Preferred 4+ years of public sector sales experience closing net-new business selling Services, Software and SaaS-based offerings (both on-site and Cloud) Established contacts and relationships in the Alberta Public Sector and First Nation Communities. Experience managing and closing complex enterprise -scale sales cycles Demonstrated ability to over-achieve quotas in past positions Proficient computer application skills, including Salesforce.com, Microsoft Suite Skills: Must be fluent in English. Excellent verbal and written communication skills – includes excellent reporting and forecasting skills. Outstanding presentation skills with the ability to deliver engaging presentations and effective story telling skills Strong selling skills, with exceptional analytical, organizational, and communication abilities to work within a professional, team-oriented environment; Attention to detail is critical Outstanding consultative selling skills / needs based selling approach focusing on building a relationship with a customer or prospect Proven track record of software and professional services sales, leadership, and integrity Ability to maintain positive, productive relationships with co-workers, peers, management, sales, and production departments Ability to assess customer environments and situations and create strategies for extending and expanding services throughout the customer enterprise Ability to recognize market trends by collecting, organizing, and analyzing statistical data Ability to remain updated on current technology and trends in the public sector marketplace Ability to manage conflict and effectively problem solve in a fast paced, high stress environment Excellent influencing and negotiation skills, coupled with tact and diplomacy Demonstrated time management skills and the aptitude to manage numerous requests and time demands concurrently Other: Requires a valid driver's license and reliable

transportation required (and auto insurance coverage per Ricoh's policy)

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