

Senior Solutions Sales Executive, Public Sector- Federal Government

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Company: Ricoh Canada Inc.

Location: Ottawa

Category: other-general

Senior Solutions Sales Executive, Public Sector- Federal Government
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. The SSSE-PS position will operate on a small team of seasoned Sales Professionals focused solely on the Federal Government marketplace while engaging Subject Matter Experts throughout the organization when necessary. This position is an individual contributor role reporting to the Sales Manager, Public Sector. The SSSE-PS acts as a client executive focused on a specific vertical market in the Federal realm (portfolio consisting of Government Departments, Crown Corporations and Agencies). The SSSE-PS understands the entire Ricoh portfolio of hardware, software and services and can articulate how they integrate to support modernization efforts for 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 the Federal portfolio Build account plans and strategies for each target account Effectively 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 the addition of solutions and services to the portfolio. Build strong relationships with key executive stakeholders within the Federal Government to facilitate account retention and expansion 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 the Team Manager

Qualifications: Minimum College or university degree, (preferably business) or equivalent experience in a related field. Experience Selling in the Public Sector, preferably in the Federal Government Experience managing and closing complex enterprise - scale sales cycles Demonstrated ability to over-achieve quotas in past positions 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 premise and Cloud) Demonstrated ability to effectively work in a specialized team environment. Preferred Bilingual (English and French) Established contacts and relationships in the Federal Government. Proficient computer application skills, including Salesforce, O365, Outlook Demonstrates a knowledge of the Federal Government marketplace including the structure, procurement vehicles, and policies

Skills: English is essential. Preferably bilingual in both French and 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 Outstanding consultative selling skills / needs based selling approach focusing on building relationships. Proven skills in Enterprise Sales in the Public Sector preferably selling IT software and professional services Ability to assess customer environments and situations and create strategies for extending and expanding services throughout the organization 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 Ability to remain updated on current technology and trends in the public sector marketplace Ability to work within a team-oriented

environmentAttention to detailAbility to maintain positive, productive relationships with co-workers, peers, management, sales, and with other individuals in various departments at Ricoh.Ability to manage conflict and effectively problem solve in a fast paced, high stress environmentOther:Requires a valid driver's license and reliable transportation required (and auto insurance coverage per Ricoh's policy)This position is currently falls under a Hybrid working model (both office and remote working). The classification is subject to change if the company policy should change.Occasional travel is expected.

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