

## Senior Account Executive

### Who we are:

Energetic, dynamic and on an accelerated growth trajectory. We're Quovim C3, the top Canadian provider of Contact Center and Unified Communications solutions and consulting services. We enable organizations to create powerful and meaningful interactions by encouraging our team to embrace challenges, evolution and innovation.

We seek new passionate team members to join our creative and agile learning environment. Enjoy open, modern facilities with wall-to-wall windows overlooking a unique urban green space in the heart of downtown Montreal, with easy access to public transportation, chic restos and the whole downtown vibe.

### Why we need you:

The main objective of this role is to develop the market as well as plan and implement sales strategies for new and existing customers. The Senior Account Executive analyzes customer needs, plans and coordinates the development of sales and customer loyalty programs and activities, recognizes business opportunities, strategically manages all assigned accounts and develops new opportunities within their assigned target market or accounts, while developing professional relationships.

### Principal tasks and responsibilities include:

- Solicit new business within assigned accounts or territory to grow customer base by selling Professional Services, Consulting, and Software solutions.
- Manage assigned existing accounts (new projects, cross-selling, renewal of maintenance contracts, requests for changes, etc.)
- Prepare proposals, meet with prospects, close effectively and follow up
- Develop strategy within specific markets (line of business and/or geographic)
- Manage sales forecasts dashboard
- Develop and manage proposal templates
- Responsible for customer data maintenance (CRM) and documentation (letters, proposals, etc.)
- Develop and maintain strong professional relationships with clients
- Oversee and validate assigned accounts invoicing with Accounting department
- Manage and follow up on orders with Quovim's business partners
- Participate in trade shows, webinars and user conferences

### Qualifications and pre-requisites:

- 8-10 years of experience in software solutions selling (consultative approach)
- Experience with contact center solutions selling is a strong asset
- Bachelor's degree is an asset
- Strong computer skills, proficient with CRM systems and Microsoft Office Suite
- Avaya, Cisco, Genesys or Interactive Intelligence knowledge and experience is a strong asset. If not available, previous ERP or CRM sales experience an asset.
- Exceptional ability to persuade, convince, negotiate with influence in order to support objectives
- Entrepreneurial, highly motivated and adaptable
- Advanced interpersonal and communication skills
- English and French (spoken and written) is mandatory
- Valid passport, driver's license and own car occasionally available for business purposes
- Availability to travel to US/Canada approx. 15%-20 % of the time

**LOCATION:** MONTREAL

**APPLY:** [careers@quovimc3.com](mailto:careers@quovimc3.com)