



# Sales Executive

Markham, ON

## Job Description

Pathway Communications is a leader in technology management solutions and counts some of Canada's best brands as its clients. We are looking for highly motivated Sales Development Executives to join our fast-growing Sales Team.

We'll help you build your career in Sales while you collaborate with a diverse team of talented individuals who successfully identifies and contacts prospects, builds healthy pipelines and manages the sales cycle from proposals to contracts.

The ideal candidate would be an experienced hunter who has a passion for sales, a razor-sharp attention to detail, an analytical mind, and the ability to execute and optimize multiple campaigns for multiple clients. If you are a self-starter who is deeply passionate about customer happiness, read on.

### What you will be doing

- Build your book of business through cold calling, face-to-face meetings, networking, and closing new deals
- Refine and execute on a territory sales plan, develop a healthy pipeline, and achieve sales goals and quotas
- Maintain proper cadence and volume of prospecting and other sales activities to meet and exceed targets
- Contribute to creating compelling proposals designed to meet client needs requirements; participate in persuasive customer presentations to close sales
- Work with marketing to improve product positioning and pre-empt objections through incisive sales collateral
- Build and fortify effective partnerships with clients to maximize their uptake of various Pathway solutions
- Continually improve and upgrade technical, market and product knowledge to be able to craft innovative solutions for potential clients

### Must-have qualifications

- At least 3-5 years of experience in selling Technical BPO Services to the US market
- Proven success in hunting; has validated skills in cold calling and prospecting
- Post-Secondary / University Degree with sales and technical training related to managed IT services
- Experienced in preparing, writing, and making sales presentations and proposals in concert with Sales Engineers and Technical Writers



## **Soft Skills**

- Enjoys working in a fast-paced ever-changing work environment
- Ability to work well under pressure while demonstrating strong professionalism
- Collaborate closely with the team, while also being capable of holding themselves accountable to meet individual deadlines without handholding

## **What we offer**

- Base salary with the opportunity to earn bonuses based on performance; proportionate to relevant experience and background
- Excellent medical, dental and benefits plans
- Internal career advancement opportunities
- Healthy work-life balance

## **How to apply**

If you have the spirit, drive and passion for technology-based business development, we would like to hear from you. Please send us your resume with subject: "Sales Executive", including details of qualifications and training, work experience, expected minimum compensation and why you feel this would be suitable position for you.

We thank all candidates, but only those selected for an interview will be contacted. We are not accepting calls from recruitment professional at this time.

The Pathway Group is committed to providing equal treatment to all persons, with respect to employment, without discrimination on account of age, ancestry, color, race, citizenship, ethnic origin, place of origin, disability, creed or religion, family status, marital status, gender identity or expression, genetic characteristics, record of offences, sex and sexual orientation. as required by the Ontario Human Rights Code. If accommodation is needed, please mention this in your application.

**Job Type:** Full-time, Permanent

**Work Arrangement:** On-site