

## **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 a highly motivated Sales Executive 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 identify and contact prospects, build healthy pipelines, and manage the sales cycle from proposals to contracts.

The ideal candidate would be an experienced hunter who has a passion for sales, razor-sharp attention to detail, an analytical mind, and the ability to execute and optimize multiple campaigns for multiple clients.

## **What you will be doing**

- Build your book of business through cold calling, face-to-face meetings, networking, and closing new deals.
- Increase net new customers and cross-sell into the current customer base.
- Execute sales plan, develop a healthy pipeline, and achieve sales goals and quotas
- Manage key client relationships and build strong associations with partners
- Maintain proper cadence and volume of prospecting and other sales activities to meet and exceed targets
- Coordinate sales presentations, proposals, and RFP responses.
- Contribute to creating compelling proposals designed to meet client needs and 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 solutions offered by Pathway.
- Continually improve and upgrade technical, market, and product knowledge to be able to craft innovative solutions for potential clients

## **Must-have qualifications**

- At least 5 years of experience in selling Technical Solutions.
- 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.
- Strong technical understanding of IT products and services
- Experienced in preparing, writing, and making sales presentations and proposals in concert with Sales Engineers and Technical Writers.

- Candidates who can speak fluently in English & French language are preferred.

### **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

### **Other**

- Candidates legally authorized to work in Canada and are eligible to work a minimum of 37.5 hours per week can only apply for this position.

### **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, and why you feel this would be a suitable position for you at [recruitment@corp.pathcom.com](mailto:recruitment@corp.pathcom.com)

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

The Pathway Group is an equal-opportunity employer and is committed to creating a diverse and inclusive environment for everyone.. We welcome applicants from all backgrounds and do not discriminate based on race, color, religion, gender, sexual orientation, gender identity, national origin, disability, age, or any other status protected by Ontario Human Rights Code. If accommodation is needed, please mention this in your application. All qualified candidates are encouraged to apply.

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

**Work Arrangement:** On-site