



Insert paragraph about who the company is.

Insert paragraph about how fast you are growing and why you need to hire.

## The Role

In this role, you will be expected to pursue and win sales with [insert target industries/verticals](#).

You will have an opportunity to build a book of business and expand the role based on performance and success. This is a quota-carrying role and candidates for this position must be highly motivated, tenacious, and self-starters.

## Responsibilities:

- Selling to [insert industry and level \(c-suite, executives, owners etc\)](#) who [insert industry/vertical and other items](#).
- Managing complex sales-cycles, selling an [enterprise-level software solution](#).
- Demonstrating the components of the [insert your company name](#) platform online.
- Maintaining relationships with customers and up-selling them to adopt new products and expand implementation to new locations.
- Work with Customer Success and Professional Services to ensure that new customers are on boarded efficiently and effectively with a desire to purchase new products in the future.

## Requirements:

- 5 years of quota-carrying sales experience.
- Experience using a CRM to manage leads, opportunities and accounts.
- A history of developing pipeline and closing high-value sales over the phone.
- Experience prospecting and cold calling to generate sales opportunities.
- Track record of exceeding sales quotas.
- Direct and new business sales experience (Hunting and farming).
- Demonstrated analytical and problem solving skills.
- Demonstrated customer-facing skills, including expectation management, communication skills, information management.
- Willingness to travel, as required.
- A well developed sense of humor.
- Experience using the [insert CRM name](#) CRM and working in or with [the insert relevant industry](#) is an asset.
- Must be available to work on-premises in [insert location](#).



This is a unique opportunity to work in a rapidly growing, fast-paced organization with a seasoned management team who have been there before. We offer a casual work environment with our head office located in [insert location](#), [competitive compensation](#), [commissions and a comprehensive benefits package](#).

If you are highly motivated, energetic and seek the challenges and rewards of selling a great product, serving customers and reaching your potential, we would like to hear from you.

Submit a resume and cover letter via email to [insert email address here](#)