

SUSTEMA – ACCOUNT MANAGER

Sustema, a great place to grow...

As an industry leader in the Technical furniture and IT infrastructure, Sustema provides the best opportunity in which to advance your career. In 2018 we experienced 20% growth and we are aiming for more! In order to support this growth, we have an opening for an account manager position in the Montreal Area.

We value our employees, and strive to keep them motivated and engaged. We empower them with training in new technologies and industry best practices to ensure they build upon their skill-sets and remain challenged. While we work hard, we also acknowledge the need for work-life balance.

We offer:

- Competitive Base Salary + Allowance for car and cell + Uncapped Commission Plan
- Medical benefits including health and wellness allowance
- Sales and technology tools
- Sales and technical training program
- Support and coaching to ensure your success

Description of the position

As an Account Manager at Sustema you will develop new business, retain and grow existing large client organizations. Once you acquire a new customer, you will develop and build strong relationships while creating strategic account plans for long term retention and achieving maximum growth. You will understand the customer organization intimately to provide outstanding technical furniture solutions.

Working with our internal design staff and external partners, you will act as a resource to clients advising them on industry best practices and trends. You will have a proven track record of developing new business and maintain solid relationships with key decision makers and influencers.

You will be brought to help these clients in a wide variety of vertical markets such as: Utilities, Public Sector, Public Safety, Financial, Transport, Security, Health, and many others.

Responsibilities

- Develop new accounts
- Book a minimum of 5 New Meetings per week,
- Analyze client needs to develop customized solutions that utilize Sustema's entire product offering
- Support customers with internal and external resource to provide excellent service and ensure correct delivery and installation

- Manage the complete sales cycle including the preparation of proposals, sales presentations and product demonstrations
- Negotiate service agreements and ensure that the products and service delivered meets/exceeds customer expectations
- Participate in industry trade shows and conferences to create market awareness
- Provide daily detailed account information on customers by using CRM tools and managing a sales pipeline for accurate forecasting of revenue
- Meet and exceed revenue targets
- Maximize revenue in existing accounts by cultivating strong and long-term business relationships with senior executives

Qualifications

- A minimum of 5 years in an outside sales role in a consultative/solution selling capacity, selling to large size and/or National Accounts
- IT, datacenter **and or** technical furniture experience preferred
- Bachelor's degree
- Proven success in building new contact relationships in and across existing accounts
- Strong relationship management skills with both internal and external clients specifically at executive level (Director and above)
- Ability to sell ideas and concepts, not just products
- Resourceful, solution oriented and well organized by nature

To apply on this career, please send your resume to info@sustema.ca