

Regional Sales Manager – Canada

Job Purpose: The Candidate will represent an enterprise software development company with a first-class reputation in the quality assurance business. Our client offers software solutions and professional services for testing automation to ensure quality, integrity and interoperability of existing and new applications.

Client: Access2Sales' Client

Title: Regional Sales Manager - Canada

Duties:

- Identify market potential by contacting and qualifying accounts / end users
- Initiate sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Generate end user opportunities (direct sales)
- Maintain and report sales activity through a CRM
- Be results oriented and generate sales
- Comply with manufacturer's reporting requirements and code of conduct
- Contributes information to market strategy by monitoring competitive products and reactions from accounts.
- Recommends services by evaluating current product results; identifying needs to be filled.
- Other sales and administrative tasks

Skills/Qualifications: Good knowledge, Excellent Presentation Skills, Closing Skills, Motivation for Sales, Territory Management, Prospecting Skills, Persistence, Meeting Sales Goals (track record of over 1M in sales), Independent Sales Experience, Relationship Building,

Key to Success: Strong network in fortune 500 companies

Location: Toronto, ON; Home office required

Industries: IT

Job Type: Full Time

Relevant Work Experience: Minimum 10 years in IT enterprise software sales, software quality assurance, and software development

Education: Undergraduate degree

Salary: \$70,000.00 to \$90,000.00 CDN base /year + commissions (3.5% on top line revenue) Sales Objectives \$2.2M/year

Business related authorized travel expenses: Reimbursed