

POSITION: Account Executive
COMPANY: Vortex Connect Inc
LOCATION: Varies
METHOD OF APPLICATION: Email to jobs@vortexconnect.com



Vortex Connect develops **mobile business solutions**. We build **Real, Useful, Business** apps for Blackberry, iPhone, Android and more. Our mobile business apps focus on solving real-world business problems rather than building games or diversions. We've been successful in building applications for **Police Forces, Hospitals, Restaurants and Stadiums**. If you're interested in joining smart, friendly, agile team that builds solutions to make a difference – join Vortex Connect.

RESPONSIBILITIES INCLUDE:

This position requires the ability to successfully prospect for new sales opportunities across all industries and is responsible for generating revenue within an assigned territory and accounts. The successful candidate should be able to use strategic consultative selling skills to clearly understand business requirements and recommend solutions that will solve business issues. Contribute to Strategic and Tactical decisions about Marketing and Selling strategies while serving as key point of contact for assigned accounts. Candidates must be competent in developing and executing a winning sales strategy, including developing new prospect opportunities.

Essential Job Duties and Responsibilities:

- Conduct cold calls, prospect and qualify account opportunities;
- Develop a pipeline of new opportunities while closing existing opportunities
- Identify and create business needs with senior decision makers
- Create and communicate the value of Vortex Connect solutions with prospects and clients
- Build relationships at all levels within an organization
- Develop a detailed territory plan and individual account strategies to effectively penetrate accounts
- Maintain thorough understanding of each account's industry and business

Communication:

- Must be able to clearly communicate with individuals at all levels within an organization
- Ability to present information verbally as well as in written format
- Present & demonstrate Vortex solutions in-person and via Web to multiple roles within an organization
- Work closely with customers to uncover requirements, concerns, and challenges
- Use effective communication skills when expressing ideas or opinions
- Present new concepts & ideas to key decision makers
- Adapt presentations to suit a particular audience and respond to objections successfully.

QUALIFICATIONS:

- Minimum of five years of experience in software solution sales
- Strong understanding and experience with large, complex sales methodologies
- Bachelor's Degree or equivalent is desired
- Experience selling workforce-related applications is preferred
- Met or exceeded annual sales targets of \$500K +
- Mobile application sales experience an asset
- Self-motivated, independent, team-player - interested in start-up experience

BENEFITS:

- Remote/Work From Home field sales position
- Fast-paced startup environment
- Work with an experienced, friendly team – Our team includes former employees of **Microsoft, ATI/AMD, RIM, Rogers, Workbrain** and more. It's a fantastic place to contribute, learn and have fun.