



Account Executive Position

CIMSoft Corp dba Wonderware Canada East, an AVEVA Channel Partner is seeking an experienced bilingual Account Executive in the Montreal and outlying Quebec area. The ideal candidate will possess strong sales, interpersonal and organizational skills. You should be comfortable with multitasking and be able to budget your resources in order to meet the assigned quotas in this role.

A successful candidate must maintain a high degree of industry knowledge and awareness, including trends, technology advancement, and significant accomplishments by others in the business, state of the competition, significant events related to our and the customer's businesses.

You must have experience in the industrial automation marketplace with domain knowledge of Food & Beverage, Water/Wastewater, Metals and Mining and Pharma industries. You must have prior success selling high-end conceptual solutions to management of manufacturers and industrial companies in a competitive market with incumbent vendors. Experience with AVEVA(formerly Wonderware) HMI/SCADA systems, EAM and Engineering Software is helpful. Experience working with End Users, OEMs, System integrators and Consultants is imperative for this position.

You must be willing to prospect for new business, build strong long-term relationships, have great closing skills and be effective in a long sales cycle. You should be a highly motivated self-starter and work well with limited supervision. In addition, you will maintain a thorough understanding of the customers business, including their products and processes, markets served, key customers, industry dynamics that effect the customer's business and events that influence the customer's profits.

Responsibilities

- Build and maintain client relationships
- Track and record metrics throughout sales process
- Meet and exceed financial goals



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- Understand and keep up to date with industry and competitive landscape knowledge
- Ability to plan, develop and deliver presentations so that it generates a solution for the end-user.
- Ability to architect and present solutions to customers.
- Must be able to consistently grow his/her territory.
- Must be goal oriented and customer focused so as to maintain and grown accounts
- Must understand the basics of a customer's buying process
- Communicate accurate and timely monthly forecasts.
- Work efficiently and effectively to accrue new clients and business
- Creating a and achieve targets while optimizing the use of resources.

Qualifications

- You will possess experience of 5-7 years in a sale, account management and/or business development role selling software solutions serving End Users, System Integrators, OEMs, EPC's and /or Design consultants.
- You will possess experience (at least 4 years) with IT solutions and the business processes associated with the industries served by CIMSoft and AVEVA
- You must be passionate about the customer's business and must be able to investigate and uncover their most important problems to solve, matching CIMSoft and AVEVA's solutions to them where appropriate.
- You will preferably be degree qualified or have a professional qualification.
- You will be a self-starter, able to work to develop new client engagements through the entire sales cycle.
- You will be skilled and experienced operating at a range of levels from end user to senior decision makers within CIMSoft and AVEVA's target customer base, aligning their business problems with our technology solutions.
- You must have excellent understanding of the business benefits of the CIMSoft and AVEVA solutions and services. Ability to describe the product benefits and any special offers and give advice about how these may benefit customers personally.
- You will have sound commercial and analytical skills to help identify market trends and opportunities for your nominated territory, refining business and account plans to exploit such opportunities.



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- You will have a positive and determined approach to researching and analyzing new business opportunities and then marshalling the resources to pursue and close the business.
- You will have strong communication skills in all forms – written, oral, email, presentation, and have strong English and French language skills.

Additional details on this and other opportunities can be found at this link: <https://www.wonderwarecaneast.ca/careers>