



# Account Executive

**Location: Wonderware Canada East (CIMSoft Corp.) – Québec 2069 Michelin, Suite 201 Laval, QC. H7L 5B7**  
**Contact: Phone: 450-681-5900 Fax: 450-681-4939**

Wonderware Canada East is seeking an experienced Account Executive in the Montreal/ Laval 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 business 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 HMI/SCADA systems, software, automation or control systems 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
- 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 grow 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

- Bachelor's degree 2-3 years of business experience
- Knowledge and understanding of industrial HMI, SCADA, MES markets and solutions.
- Strong written and verbal communication skills
- Strong organizational skills
- Proficiency in Microsoft Office
- Ability to harness financial data to inform decisions