



Senior Sales Executive

Job Summary:

DSolution is looking for a Senior Sales Executive with IT experience, software sales preferred. If you are passionate about sales and working with customers come join our winning team today.

Responsibilities:

- Develop a sales pipeline/ forecast, through lead acquisition, cross selling and account management
- Establish rapport with contacts by offering resources (webinar invitations, product demonstrations, relevant blog articles...etc.)
- Gather key information on IT products they are currently using (Firewall, AV, AM, B&R, AS) and if they are considering alternatives then update the CRM system and assign a nurture path and follow-up strategy
- Serves as a trusted technology advisor to customers and partners
- Transform Qualified Leads to Sales Opportunities
- Schedule product overviews and demonstrations with IT managers, IT directors and decision makers with DSolution pre-sales engineers to move warm leads into opportunities.
- Nurture and build relationships and network through social media

Qualifications and Skills

- 3 or more years in sales
- Excellent communication skills in English and French both written and verbal
- Knowledge in IT (servers, network , backup, security etc)
- Ability to convert leads into sales, cross selling into existing client data base
- Strong rapport building phone communication skills

- Great problem solver; ability to grasp difficult concepts easily
- Strong active listening skills
- Ability to multitask and strong time management skills
- Self-starter; resourceful & ability to adapt quickly to changing environment
- Willing to work in a team environment with Sales and Marketing
- Bachelors degree in business preferred

About Us:

DSolution understands the importance of securing a company's IT infrastructure and more importantly it's intellectual property. **DSolution** leverages over a decade of experience in helping all organizations secure their IT environment against complex and ever-evolving threats.

Benefits

DSolution offers all eligible employees a comprehensive benefits package including:

Competitive Base pay and incentive programs

Comprehensive Medical and Dental Benefits Opportunity for Growth,

Development and internal promotion

Please send CV to cstewart@dsolution.ca with the subject **Senior Sales Executive**