

## Account Executive

**Payload Technologies** is on a mission to transform global logistics through the power of automation and data driven decisions and needs a new **Account Executive** to grow Payload.

Reporting to the Director of Sales, the right candidate will be responsible for implementing sales strategies and tactics.

As an **Account Executive**, we are seeking those who have proven success with:

- Relationship Building
- Consultative Selling at the C-Suite level
- Business Acumen
- Product / Technical Knowledge in logistics or the oil and gas field
- Excellent CRM skills and follow up

### **Desired Skills, Experience & Education:**

- Bachelor's or Graduate Degree.
- Minimum of 10 years of recent and progressive experience related to our markets and customers.
- CRM Experience.
- Ability to travel.
- CRM or similar.
- Proven closing skills.
- Strong negotiation skills.
- Experience with logistics related to trucking or hauling is an asset.

### **Day to Day Responsibilities Include:**

- Understand current and prospective customers' needs, business issues, and buying motives.
- Deliver the right solution for client's evolving business requirement with prompt and efficient service.
- Own executive-level client relationships, strategic business planning and service delivery.

- Provide accurate and timely forecasts, funnel hygiene, target/objective updates to delivery on all account plans and annual targets within our CRM database.
- Cold calling on prospective and/or existing clients with new fields of play.
- Ensures the timely review, strategy developments, accurate evaluations and effective bids on all inquiries.
- Continually evaluates the market within assigned areas, remains totally aware of the competitive environment and profitable status of each account.
- Identify opportunities to grow the regional customer base and prepare action plans to convert sales prospects into new accounts.
- Conduct technical presentations and discussions to promote the product.
- Visits to ongoing implementations to understand product applications and to help in developing strong customer relationships.
- Participate in local marketing events such as seminars and trade shows.
- Identify and resolve client concerns should any arise.
- Prepare a variety of status reports such as sales forecasts, and progress to goals through the CRM.
- Travel extensively within the region (AB, SK, BC) and as necessary to support scheduled sales meetings.

Be an ambassador of Payload by living our values:

- Our differences make us stronger.
- We are firm on principle and flexible on method.
- We believe innovation means always being prepared to adapt.
- Our care factor is our cornerstone.

## **Why Payload?**

Payload is a logistics management company that has developed a platform that connects Energy companies (clients) with their transportation carriers (vendors) for drilling, completions, and production phases and ensures they maintain regulatory compliance for the movement of goods on roads and highways.

The **Payload Platform** brings transparency, trust, and accountability to complex logistic operations by providing access to auditable, detailed, and real-time data on a single platform. This transparency leads to fewer disputed invoices at month end, better management of nominations and real-time vendor management. Along

with providing the tool to save significant costs in the trucking and logistics budget.

**PAYLOAD**