

Account Executive

Payload Technologies Inc is on a mission to transform global logistics through the power of automation and data driven decisions and we're looking for an Account Executive to help us do that.

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 industry.
- Excellent CRM skills and follow up.

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 call prospective and/or existing clients with new fields of play.
- Ensure the timely review, strategy developments, accurate evaluations and effective bids on all inquiries.
- Continually evaluate 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 concert 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 within the region (AB, SK, BC) as necessary to support schedules sales meetings.

Qualifications

- 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.
- Proven closing skills.
- Strong negotiation skills.

Additional Assets

- Experience with environmental regulations and/or logistics related to trucking an asset.

What we value at Payload

- 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?

An excellent opportunity to learn and grow, an opportunity to put your stamp on an exciting product with the oil and gas industry, a competitive compensation package, a fabulous and driven team to work alongside and an opportunity to be creative and innovative.

We thank all candidates that apply for the role but only those deemed qualified for an interview by the hiring manager will be contacted.