



Jatheon Technologies Inc. (www.jatheon.com) is a dynamic Toronto based hardware and software development company with over 10 years of experience in email archiving and management software. Jatheon clients are world class organizations from diversified sectors in North America, Europe and Australia. We are looking for:

Enterprise Sales Executive

Your primary responsibility will be sales, marketing and creating strategic partnerships in order to sell our products and services to enterprise clients. You will be in charge of maintaining a CRM of all prospects that you drive through the sales cycle. The role requires a real team player who enjoys developing and nurturing relationships in the technology field and is comfortable with a social selling, cold calling and delivering online demos.

Responsibilities:

- Prospect for potential new clients and generate new leads using Social Selling
- Establish, develop and maintain positive business relationships with current customers and prospective customers
- Develop community relationships for referral and sales opportunities
- Set up meetings and product demonstrations
- Manage selling activities for the enterprise accounts
- Develop accurate forecasts and manage sales activity in CRM/Marketing Automation (experience required)
- Coordinates sales effort with marketing, sales and technical service groups
- Collaborate with other teams to develop clear and effective proposal specific for the individual customer's needs

Desired Skills and Experience:

- Business fluent in English is mandatory (written/spoken)
- 5+ years direct sales experience in an outbound sales environment (technology industry highly preferred)
- Experience selling SaaS based technology
- Bachelor's degree in business or a related field required
- Proficiency in using Microsoft Office Suite applications and Salesforce software
- Excellent verbal and written communication, and presentation skills

- Networking: Identifying the right customer stakeholders and building connections quickly to drive consensus for deals; working cooperatively with internal team for deal success
- Ability to take the initiative and drive excellent results
- Ability to understand technical concepts relevant to our product lines and communicate technical value propositions effectively

Location: Full time work from home with flexible hours

If you have the interest in professional growth and joining a leading Canadian Software company, it is time to consider joining Jatheon Technologies!

Please submit CV in English.

For more information visit our web site: www.jatheon.com

Jatheon Technologies is an equal opportunity employer. We would like to thank everyone who submits a resume for these positions. Due to the volume of resumes that we receive, only those applicants selected for interviews will be contacted.

No facsimiles or telephone calls accepted.