

SENIOR SALES ACCOUNT MANAGER



Who We Are

EVRON is a well-established solutions-oriented 52 person Systems Integrator, in business over 34 years that provides financial systems Solutions and the supporting network infrastructure. We are focused on the SMB market in the GTA. We are a Certified Partner with Microsoft, IBM, Citrix, Cisco, Symantec and others. We are highly focused on providing Financial Solutions using Acumatica, Epicor, Sage Businessvision and Sage 300 (Accpac).

Our team is made up of bright, hardworking, committed individuals of diverse background with great team spirit who find our environment challenging and rewarding and who take pride in providing excellent solutions and support for our clients.

Who We Want

We are currently seeking a top performing senior salesperson at least 5 years of experience using a consultative business analysis approach to selling long-term financial and networking to small and medium-size businesses.

We are also expecting that you demonstrate that you can work well with the Evron team as well as with client teams.

Required Skills & Experience

It is essential that you have a proven, measurable track record of closing business opportunities by matching Microsoft environment-based networking infrastructure technologies and/or financial solutions to specific business needs. You excel at selling services. Our solutions typically involve 40% – 50% Services. Managed Services are an important part of our solutions. In addition to product knowledge we would expect that you have an excellent understanding of the solution sales process.

You must have an outgoing personality, deep general business knowledge, excellent problem solving skills, reasonable technical self-sufficiency, strong verbal and written communications skills, and an ability to establish relationships with clients.

What You Will Do

You will be given a base of accounts to maintain as well as leads for follow-up. Success will depend on your ability to develop new business relationships.

Your primary focus will be in providing solutions made up of following:

- Consulting, Repair, Installation Services
- Web Backup
- Managed Services
- Microsoft SQL, Windows Server, Sharepoint, Exchange, SQL, etc.
- Citrix or Microsoft Terminal Services
- Business Continuity Security solutions
- IBM, HP and Lenovo Servers, laptops & Desktops

Proficiency with PowerPoint, Excel, and Word are necessary. Comfort with a CRM system is desirable.

Sales territory will be predominantly the GTA.

Compensation

We offer a competitive margin based commission plan with no maximum and with unlimited opportunities for learning, challenge and development. Health benefits include medical, dental, life, and disability. You will also have the opportunity to gain the satisfaction of making a significant positive contribution to our client's businesses and lives.

How To Apply

If you are interested in applying for this employment opportunity please send your cover letter and resume to ns1@evron.com, attention President.

Please detail your education, experience, knowledge, and accomplishments as they directly apply to the above requirements, including sales quotas and actuals, types of products sold, markets served, and customer demographics

We will only contact those we feel match the requirements outlined.

Evron is an equal opportunity employer.

No agencies please.

APPLY HERE