



2140 Winston Park Drive, Suite 202 East, Oakville, Ontario L6H 5V5 P: 905-829-9300 F: 905-829-9304

Account Executive

You must have prior success selling high-end conceptual solutions to management of manufacturers and industrial companies in a competitive market with incumbent vendors. You must be willing to prospect for new business, build strong long-term relationships, have great closing skills and be effective in a long sales cycle. You should be a highly motivated self-starter and work well with limited supervision. Experience with HMI/SCADA systems, software, automation or control systems helpful.

Essential Requirements and Responsibilities

- Must be able to consistently grow his/her territory.
- Must be goal oriented and customer focused so as to maintain and grown WW accounts
- Must understand the basics of a customer's buying process
- Understand what products and technologies can be used to meet the customers' need.
- Communicate accurate and timely monthly forecasts.
- Manage business expenses wisely.
- Work efficiently and effectively to accrue new clients and business
- Always thinking from a team player's mindset.
- Must take responsibly for my own actions – yet aware of the community effects my actions have on our sales organization.
- Be aware and focused on continuous improvement, able to receive constructive criticism without creating a conflict.
- Ability to define and achieve targets while optimizing the use of resources.
- Ability to plan, develop and deliver presentations so that it generates a solution for the end-user.
- Must have general technical and engineering skills – The customer respond well to an account manager that is versed in the capabilities of the products.
- Ability to architect and present solutions with our products to customers.
- Ability to effectively absorb knowledge through reading and transfer knowledge through writing to SI's and customers alike.

Qualifications

- Minimum 4 yr. college degree
- Proactive with selling approach with at least 5+ years as Account Manager and proven track record of meeting sales quota of 2M+
- Experience with C-Level presentations
- Comfortable with business discussions
- Self-starter
- Excellent customer service experience
- Experienced in MS Office applications
- Experienced using CRM tools
- Attention to detail and accuracy a must
- Organizational skills with good time management experience



2140 Winston Park Drive. Suite 202 East, Oakville, Ontario L6H 5V5 P: 905-829-9300 F: 905-829-9304

Qualifications cont.

- Ability to interface with all levels of management
- High energy approach to business strategy
- Innovative approach in creative solutions
- Ability to plan strategically and execute tenaciously
- Team player
- Knowledge of Wonderware Software and/or Industry experience.

Wonderware Canada East has a full medical/dental/health plan for all employees and is an equal opportunity employer.

To apply please send your cover letter and a copy of your resume quoting ACCT-MGR-ON in the subject line to:
employment@wonderwareeast.ca