

## Account Executive

**Role location:** Toronto

**Role reports to:** GM, East

**Role type:** full-time

### About Scalar Decisions:

Scalar Decisions Inc. (“Scalar”) is an IT solutions integrator, specializing in architecting, implementing and managing mission-critical IT environments. A national organization headquartered in Toronto, Scalar’s 120 plus employees service customers from offices in Toronto, Vancouver, Calgary, London, Montreal, and Ottawa.

Scalar has grown aggressively since its inception, and is now the 15th largest ICT solution integrator in the country, up from #75 in 2007. We focus on recruiting top talent, and we work hard to keep them. To learn more about Scalar go to [www.scalar.ca](http://www.scalar.ca).

### Job Summary:

Are you an energetic, well-spoken individual who has the ability to demonstrate a unique approach to consultative selling of IT solutions to the Ontario Public Sector - Healthcare vertical?

We are looking for an Account Executive who can focus on driving sales and profitability objectives, specifically for Product, Professional Service, and Managed Service solution portfolios in a cross-section of the Healthcare Vertical. This individual must have the ability to maintain and strengthen these client relationships over time. This individual must also have the keen sense, charisma, and persistence to identify marketplace opportunities, prospect and engage new clients, develop proposals, and manage the contract process.

### Core Responsibilities:

- Develop new business outside of Scalar's existing client base
- Build senior level relationships within client accounts
- Achieving assigned sales targets and ability to close deals
- Prospecting and developing new client relationships with a focus on the various solution portfolios.
- Consulting with clients on business and IT issues
- Developing innovative proposals and delivering strategic sales presentations
- Making actionable and insightful recommendations for new products and solutions to address client requirements
- Work effectively with Inside Sales, Technical, Finance, Marketing, and Administrative teams. High Level teamwork in all of Scalar's lines of business
- Demonstrate understanding of key client information including business strategy, industry issues and services, key customers and competitors

**Qualifications:**

- 5 to 7 years sales experience within the IT industry - Healthcare Accounts is desired.
- Experience in the IT industry is mandatory, as is strong IT product knowledge
- Track record of over achieving quota
- Experience closing complex sales cycles
- Superior business and negotiation skills
- Experience with qualitative and quantitative sales methods
- Outstanding written and oral communication skills
- Post-Secondary education would be an asset
- Knowledge of marketing procedures, computer product technology (hardware, software, and networks) and sales cycles is required.

If you are a passionate team player and you are interested in the above position or know someone who is send your resume to [careers@scalar.ca](mailto:careers@scalar.ca)