



Sales Representative/Account Manager

SilverBlaze is currently searching for an enthusiastic and energetic Sales Representative to manage new and existing customers of our SilverBlaze Customer Portal and Smart Forms for Utilities (Electric, Water, Gas) software platforms.

This person should be a results-driven professional with a zeal for generating new software and consulting service opportunities with existing SilverBlaze utility customers, as well as out in the utility marketplace. This individual will identify and forecast opportunities, provide demos and quotes and be responsible for all aspects of the sales cycle, business development and relationship management.

The ideal candidate should be a team player with strong people and presentation skills. Candidates need to be self-motivated, self-learning, and detail oriented. This is an entry-level sales position with a fast-growing software company that offers exciting professional development for someone passionate about selling technology in a business-to-business environment.

This person will be report to the Director of Sales & Marketing and collaborate with the SilverBlaze management team to develop and implement sales strategies in order to achieve set targets.

Required Qualifications & Experience:

- College diploma/University degree; or equivalent applicable industry experience
- 1-2 years Sales and Account Management experience
- B2B software and/or technology sales experience
- Demonstrable customer care and focus (build and cultivate new relationships)
- Ability to identify opportunities and grow business with existing customers
- Ability to identify, qualify and generate leads in the Utility marketplace.
- Ability to provide presentations and demos (web-based, in-person).
- Experience creating proposals, quotes/SOWs, RPF responses, etc.
- Excellent English written and verbal communication skills
- Excellent problem solving and workload prioritizing skills
- Multi-tasking and strong time management
- Able to work independently and as part of a team
- Willingness to learn and the ability to self-teach
- Motivated to learn and grow in the position
- Experience with Microsoft Office 365 Suite (Word, Excel, PowerPoint) software
- Valid driver's license and access to a car

- Canadian employment / work status required

- Flexibility in working hours a plus

Job Type: Full-time

ABOUT SILVERBLAZE SOLUTIONS

SilverBlaze Solutions is an award-winning software innovation, development and consulting firm. Founded in 1999, SilverBlaze provides utilities with value-focused, highly-customizable web self-service portal and smart forms software.

As a leader in customer engagement and collaboration, we specialize in providing self-service portal and intelligent form software to electric, water, gas, telecom and multi-service utility companies. Over the past 20 years, SilverBlaze has successfully empowered clients throughout the United States, Canada, and the Caribbean to maximize customer engagement. Visit www.silverblaze.com to learn more about the diverse roster of clients SilverBlaze has helped succeed.

SilverBlaze Solutions, 401-45 Vogell Road, Richmond Hill, ON L4B 3P6