

## Account Executive

Company: DLS Technology Corporation

Office Location: Ottawa, Ontario

### Who We Are

Recognized as one of Canada's Top 500 Growing and Growth 400 companies, DLS is a leading technology solutions integrator and service provider with an extensive cybersecurity research and development practice. DLS is a fast paced high-growth work environment, with tremendous learning and advancement potential. DLS provides hands-on training and an opportunity to work on some of the most interesting and cutting-edge projects in this fast-paced industry, providing ample opportunities to employees to grow and achieve their career goals. We encourage you to come and be a part of the DLS team today.

### Who You Are

We are looking for an Account Executive who has a sound understanding of how to sell IT solutions and professional services, and hands-on experience in hunting and nurturing customers. You will be responsible for developing, managing, and executing strategic activities on net new business accounts, named accounts and existing clients. Account management will comprise of approximately 75% Hunter and 25% Farming activities. The ideal candidate for this position is organized, has strong time management skills, is detail-oriented, works well in a team, and is a self-motivated individual who can work in a fast-paced environment. If you are a deadline-driven professional with a strong work ethic and proven background in Sales, we want to hear from you!

### Responsibilities include but are not limited to:

#### A. Account Planning and Management (60%)

- Conduct business development, marketing, and communications activities that promote awareness of the company, our solutions and services.
- Manage weekly/monthly/quarterly sales forecasting, planning, and closing processes used within the organization.
- Source potential clients and the decision makers/influencers within target client organizations.
- Schedule meetings between clients and partners.
- Lead client sales approaches and pitches. Work with technical team to develop proposals that speak to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service strategies.
- Track and record sales activity within the corporate CRM.
- Maintain knowledge of current market conditions, changes, trends and opportunities including DLS solution stack and those of our partners.
- Independently maintain knowledge of the technology industry
- Attend designated training required by DLS
- Have the ability to understand and determine technology opportunities and create solutions around customer needs.

#### B. Relationship Management (20%)

- Develop and manage strategic relationships with key accounts, vendors and industry partners.
- Work with team members to develop and track the client relationship strategy and plan touch point actions to strengthen relationships.
- Deploy Marketing and Communications campaigns/Account Based Marketing for the account.

- Perform client and market research to support the creation of sales specific collateral for client meetings.
- Develop targeted account level marketing and events planning for key relationships.
- Leverage DLS marketing activities for key relationship development.

**C. Proposal and Resource Management (20%)**

- Lead and manage the Request for Proposals (RFP) process and execution related to key accounts.
- Collaborate with technical team to leverage DLS resources as required on large opportunities.
- Identify customer requirements to coordinate the resource recruitment process.

**REQUIREMENTS:**

- College or University degree in Business Administration or related field.
- 3+ years' experience in the account management or business development
- Work experience in the Information Technology industry, or IT consulting service industry.
- Strong verbal and written communication skills
- Ability to effectively facilitate meetings, influence partners and manage team members
- Strong proficiency in MS Office tools

*Think you have what it takes, but are not sure you check every box? [Click here](#) to apply to the role anyway. We'd love to talk and determine whether you could be a great fit!*

**POSITION HIGHLIGHTS**

- Start Date: Immediate
- Sector: Private
- Open positions: 1
- Location: Ottawa
- Job Types: Full-time
- Language Requirements: English
- Security Clearance: Secret or eligible for Secret application