



Account Executive

Location: Cambridge, Ontario

Travel: Travel 25%

At Ionic Automation, we believe in the power of collaboration and technical excellence to drive meaningful outcomes for our clients. We're looking for a trusted advisor who thrives on building strong relationships, solving complex challenges, and working closely with cross-functional teams to support our clients' strategic goals.

What You'll Do

- **Be a Strategic Partner:**
Serve as a trusted advisor to clients, aligning Ionic's solutions with their business objectives and long-term vision.
- **Lead Account Strategy:**
Own the strategic direction for assigned accounts, ensuring clear communication and alignment across internal teams.
- **Build Strong Relationships:**
Develop and maintain deep connections across all levels of the client organization, gaining insight into their operations, drivers, and organizational structure.
- **Drive Growth:**
Identify opportunities, maintain a healthy pipeline, and guide deals to successful closure.
- **Collaborate Across Teams:**
Work closely with leadership and technical experts to deliver tailored solutions that meet client needs.
- **Deliver Technical Value:**
Understand industry trends, client challenges, and Ionic Automation's capabilities to design impactful solutions and articulate a compelling value proposition.
- **Coordinate Resources:**
Wrangle cross-functional teams—including senior leadership and domain experts—to win strategic opportunities and deliver exceptional client outcomes.



- **Ensure Operational Excellence:**
Maintain accurate records in our CRM system, support account reviews, and manage expectations with internal and external stakeholders.
 - **Negotiate with Confidence:**
Partner with our team to finalize terms, pricing, and agreements
 - **Champion Compliance:**
Stay well-versed in company policies and relevant regulations, ensuring all activities meet our high standards for ethics, safety, and quality.
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What You Bring

Basic Qualifications:

- Bachelor's degree or equivalent experience
- Legally authorized to work in Canada (no visa sponsorship available)

Preferred Qualifications:

- Degree in Engineering, Operations Management, or a related field
 - Experience in software, industrial automation, or technical sales
 - Background in manufacturing, systems integration, or engineering services
 - Familiarity with automation technologies
 - Strong communication skills across all organizational levels
 - Valid driver's license and willingness to travel as necessary
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At Ionic Automation, we're more than a technology provider. We're a team of passionate problem-solvers committed to helping our clients succeed. If you're ready to make an impact and grow with us, we'd love to hear from you.