

Senior Sales Executive

If you are interested in this position please submit your resume and cover-letter to **jobs-IT@cover-all.ca**.

Company Description:

Cover-All Managed Cloud and IT Services is a Managed Services Provider (MSP) delivering cost effective services for Managed Cloud, Managed Mainframe, Managed IT, Cyber Security, Co-Location, Backup & Recovery/DR, and IT Consulting Services.

Our Clients tell us that working with Cover-All is like working with their own in-house IT department where they know and trust the people.

Find out more about Cover-All Managed Cloud and IT Services @ www.msp.cover-all.ca/

Job Description:

The Managed Cloud and IT Services division of Cover-All Computer Services Corp. is looking to hire an experienced MSP Senior Sales Executive. The incumbent will be responsible for aggressively driving new sales and overall business growth across all of Cover-All's service areas. The Senior Sales Executive must be self-confident, assertive, and able to perform in a fast paced, forward thinking technical environment.

Sales experience with Cloud Services is an asset and familiarity with the Managed IT Services industry is considered a strong asset. Cover-All Managed Cloud and IT Services is an IBM Business Partner through its Services and Solutions Provider Program.

Responsibilities:

As a Senior Sales Executive you will be responsible for:

- Prospecting and generating new business leads
- Managing the complete sales process from lead generation through close
- Developing and executing a sales plan
- Developing an active pipeline of qualified prospects
- Managing your time effectively to achieve sales goals & quotas
- Preparing quotes and proposals as required
- Negotiating contracts

Qualifications & Experience:

- High energy, self-motivated, enthusiastic, goal oriented and success driven
- Experience working with Senior/C Level contacts
- Work independently and as part of a team
- Strong negotiation skills with the ability to close a deal
- Minimum 5 years IT sales experience in a senior role
- College or University degree

Compensation:

- Competitive base salary
- Structured commission plan
- Health benefits plan
- Car allowance, cell phone
- Approved expenses