

Senior Sales Executive

Builterra is growing and we are now accepting applications for the role of a **Senior Sales Executive** to join our Business & Client Development Team. If you're an experienced, high-energy, B2B sales executive in the civil engineering space with a persuasive personality whose hungry for success, we should talk.

Headquartered in Oshawa, Builterra is a civil engineering software provider in the fast-growing Architecture, Engineering and Construction (AEC) space. We launched our BIM-inspired contract administration platform two short years ago and already count dozens of big names in the industry as clients. Currently a small start-up, we're about to enter our next phase of growth so this is an amazing opportunity for the right candidate.

About the Job

As Builterra's Senior Sales Executive, you'll be responsible for creating and maintaining client relationships and growing revenue through new B2B sales. You bring knowledge of the civil engineering space and believe that building lasting relationships is essential to a successful sales strategy. This position requires travel throughout Ontario and key markets in the US because like us, you understand the value of face-to-face meetings. When you're not on the road, we can find you on the phone or active across social channels making new contacts, building your Builterra brand and following up with prospects and clients. You'll be supported by a growing marketing team and senior leadership that will give you the tools you need and celebrate your successes.

Key Responsibilities

- Identifying sales opportunities through direct prospecting, lead follow up, networking, and partner relationships
- Generating and qualifying leads through cold calling, social and email actions
- Consistently demonstrating the value of Builterra to prospects by articulating how our platform can solve their business challenges and improve productivity
- Instituting and following a sales process that involves qualification, needs analysis, platform demonstration, negotiation, close, and daily use of CRM
- Providing excellent customer service and maintaining our high client retention rate through onboarding, client visits, training, and resolving issues
- Preparing daily, weekly and monthly activity reports
- Communicating new feature requests/ideas to our customer support team
- Setting the bar for sales performance across the company, mentoring future jr. sales executives and encouraging a collaborative environment

Qualifications

- Prior experience in the civil engineering space
- Diploma or Bachelor's Degree in Business/Commerce, Marketing or Business Administration, or related experience.
- Minimum 5 years experience in B2B sales

- Proven track record in achieving sales targets
- Language(s): Excellent command of the English language; highly proficient in oral and written. Additional language an asset

Abilities

- Demonstrated ability in consultative, technical sales and/or SaaS
- Strong ability to generate leads and opportunities from key relationships and contacts
- Solid presentation and proposal preparation skills
- Excellent verbal and written communication skills
- Strong analytical and problem-solving skills
- Multitasking is what you do best

Job Type: Full-time

Why Builterra?

If you're a rockstar sales executive in the AEC industry, you definitely have options. So why should you join Team Builterra?

Our little team has had some huge wins because we have a platform the industry truly needs, which makes your job that much easier. We may be small, but not for long so this is your opportunity to get in on the ground floor of a start-up that's going places. We lead by example, working hard and fast to achieve our goals and we expect the same of everyone on our team. We'll train you, support you and cheer you on while trusting you to get the job done.

We believe in rewarding high performing team members with flexibility, a generous compensation plan and a seat at the table. It's been a wild ride so far and our rocket ship is taking off. We're saving a seat for a senior sales executive that truly believes they can propel us forward, faster. If it's you, please reach out before you miss out.