

## Sales Executive

AEC Solutions (Builterra) is growing and we are now accepting applications for the role of a **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.

## 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

## Why Builterra?

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.

## Security Requirements:

Please be advised that all accepted candidates for positions at Builterra are required to undergo and provide the following:

- Mandatory government screening (Including but not limited to background and Credit checks).
- A photocopy of Government Photo ID (to serve as proof of identity).

These requirements have been put in place to maintain a high level of security and ensure the safety of our organization.