

Able-One Systems is Growing Client Executive

The world is changing at an unprecedented rate. Industry boundaries are blurring, new entrants are emerging, and disruption is everywhere. Are you ready to help clients prepare for the changes that are coming?

If so, we are looking for you! A high performing and entrepreneurial Client Executive who can't wait to share their knowledge, help clients understand the disruptions and create ways to enable IT to drive success within their new environment.

At Able-One, we are looking to invest in you.

- **Great Compensation:** You will find our compensation plan highly motivating and uncapped.
- **Lead Generation:** You will be able to leverage our investment in lead generating and sales automation technology to close clients faster.
- **Growth Opportunities:** You will be mentored by an experienced and empowering industry leader, and supported by a dynamic team of subject experts.
- **Motivating Office:** You will find our modern office in Kitchener's Innovation District a perfect place to call home.

Able-One has created an environment that supports and provides top performing salespeople what they desire: **High Income Potential, Quality Leads, Support, and an attractive office place.** You will find our company is a sale's first culture that does everything it can to help you achieve your financial and personal goals.

All you need to possess is the following experience and skills:

- We are looking for skilled reps. You need to have a minimum of 5 years of sales experience in the Information Technology industry with a proven track record of selling solutions.
- Our business is built on relationships starting from the top. To be successful, you should possess exceptional client relationship skills and ability to establish credibility in the C-Suite.
- At Able-One we work hard and move quickly. To work with us, you need to love working in an Entrepreneurial environment that is fast-paced and dynamic.
- Our top performers are people with a high business insight, negotiation skills, high energy level, willingness to take the initiative, self-motivated, team players, and excellent communicators. Would these traits describe you?

- Education can come in many forms: on-the-job, formal training, one-on-one coaching, etc. To be successful, you should possess a Bachelor's Degree or equivalent experience.

What you will do?

- Daily you will engage in warm calling & inbound lead follow up to develop and enhance relationships with existing clients and prospects and earn the right to become their trusted advisor.
- You will engage in active listening during discovery calls to understand clients' business challenges and goals. Then using the creativity of our team and strategic partners, align services and offerings that create value and exceed customer satisfaction objectives.
- Given the complexity of Artificial Intelligence, Hyperconverged Infrastructure and many of our other services and solution offerings, you will spend time each week to maintain an in-depth knowledge of Able-One's services & solutions, industry trends and how they benefit clients and potential prospects.
- You are given the autonomy and responsibility to manage the complexity of the services and solutions sales cycle, opportunity progression, proposals, resource management, and contract negotiations, including SLA's, terms and pricing.

We have a great team; I mean great team! Our culture is promoted with regular team building and social activities (Oktoberfest, Friday Socials, etc.) – we are a fun and supporting environment.

Do you think we're a good fit for each other? Pass along your resume and cover letter to careers@ableone.com or connect with us on LinkedIn.

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.