

Able-One Systems is Growing Cloud & Managed Services Sales Representative

The world runs in the cloud, whether it's public, private, or hybrid. There are many cloud and managed service offerings, but so few great companies that you want to sell with, until now.

We are seeking a high performing and entrepreneurial Cloud & Managed Services Sales Representative who will play a strategic role in helping clients and prospects simplify their IT management and their journey to the cloud.

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 sales first culture that does everything it can to help you achieve your financial and personal goals.

We are looking for candidates with the following experience and skills:

- We are looking for skilled reps. You need to have a minimum of 3 years of sales experience in the Information Technology industry with a proven track record of selling cloud and managed services, preferably to mid-sized organizations in a face to face environment.
- 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 proven equivalent experience.

What you will do?

- Daily you will engage in warm calling (phone, face-to-face, social, email, etc.) and inbound lead follow-up to develop and enhance relationships with existing clients and prospects earning the right to become their trusted advisor.
- This position requires a lot of daily greenfield or whitespace selling activity. To be successful, you'll need to complete a high volume of sales calls weekly.
- 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 cloud and managed services offerings that create value and exceed customer satisfaction objectives.
- Given the complexity of new cloud solutions and some of our other service 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 also 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, company, and offerings and our culture is promoted with regular team building and social activities – 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.