



## **Job Description: *Sales Executive***

HRWARE is a leading Canadian Human Resources technology and consulting services company specializing in HRMS, Payroll and Time & Attendance software and consulting solutions. We are now hiring intermediate and senior sales professionals to join our highly motivated, energetic, and entrepreneurial sales team.

HRWARE provides an extensive and personalized training program designed to make you productive and effective "out of the blocks". Working within our specialized sales team and using HRWARE's well established selling methodology, you will manage a quota and the entire sales process from lead generation, to qualification, discovery, executive summary development, solution design and presentation, contract authorization and beyond, including effective client management activity.

The Sales Rep's primary responsibility is to close new business opportunities for HRWARE's product line in a specific territory. The Sales Representative is a true "hunter" and must be experienced in prospecting and positioning the compelling sales proposition at the 'C' level within the target organizations.

### **You possess the following minimum sales experience:**

- 5 years of B2B sales experience
- 2 years software system sales experience
- Closed high 5 figure and six figure accounts
- Proven Quota Attainment

### **You also possess the following skills and knowledge:**

- General Business Knowledge including; HR, Payroll and Time & Attendance
- Technical IT Knowledge
- Public Speaking
- Business Writing
- Excellence with English (a must)
- French is an Asset

### **Finally, you possess the following soft skills and character traits:**

- Analytical
- Strategic
- Innovative
- Persistent
- Team Player
- Works Independently
- Takes Responsibility
- Honest

A university degree is preferred, but not required, and compensation is comprised of salary, commission and benefits commensurate with experience. Reps in this position have earned over \$200K in total compensation. Some travel is required.

To apply for this position, please forward you resume to: [careers@hrware.com](mailto:careers@hrware.com)