



Now hiring for the position of:  
**Senior Account Executive**

## A Great Company

Interprise Software is a refreshing alternative to other technology companies, which is why those who make the cut tend to stick around. In fact, the members of our team have been here for over 13 years, on average!

**Great Environment** – open concept office in the country and a casual dress code

**Great Management** – if you have a better way, then we want to know about it

**Great Track Record** – over 17 years of Internet software development history

**Great Opportunity** – all the excitement of a startup, as we expand in both US and Canada

**We are not just interested in hiring the best people to work for us, but also in being the best company to work for.**

## ...with Great Jobs

We provide all our employees with a competitive salary, continuing education, performance bonuses, paid holidays, paid vacation, health benefits, drinks and snacks, books and resources, leading-edge equipment, a reliable network, a fast Internet connection, a comfortable work space... and anything else you need to be the best!

**Great Technology** – quad-core machines with dual LCDs are standard issue

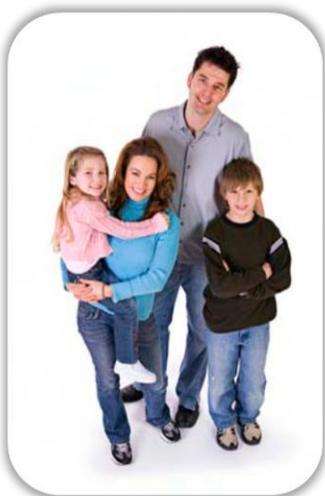
**Great Training** – professional development days to learn what YOU want

**Great Projects** – ability to work on lots of diverse, cutting-edge projects

**Great Responsibility** – each employee is a big part of a small team



## ...that's Family Friendly!



Interprise Software is the family friendly e-commerce website development company. We only hire the best people and then give them everything they need to achieve remarkable results. That does not include free breakfasts and dinners, because you should not be at work that long. It does not include weekly social events, because that would really cut into family time. What it does include is bi-weekly lunch meetings, monthly professional development (PD) days, occasional team building events, and annual family parties.

## So, what's the Catch?

**You have to be the best!** Interprise Software is a small company with big clients, such as Canada's largest photographic buying group, with over 200 retail stores across Canada. That means that every person on our team plays a critical role.

If you like being a tiny part of a big company, then Interprise Software is not for you. If you thrive under lots of levels of management and politics, then please look elsewhere. If you are the type of person who does not have any particular area of expertise and just likes to fly under the radar, then you've come to the wrong place.

However, if you have the passion and skills to be one of **the best in high-tech** and don't want to give up your life, then we should talk.

## About the Senior Account Executive

As our Senior Account Executive, you will take a leadership role in all worldwide sales and marketing initiatives with new and existing clients for our industry-leading e-commerce software for buying groups, cooperatives and franchises. This includes developing or improving sales collateral, prospecting thru email, telephone, social media and trade shows, researching and qualifying leads, tracking progress in CRM, conducting requirements interviews, providing software demos and presenting to decision makers, including c-level executives. You will have significant influence on our sales strategies and will be rewarded for exceeding sales targets and growing the business.



## Essential Requirements

- relevant post-secondary degree or diploma, or equivalent experience
- 5+ years experience selling high-value, complex enterprise software
- strong business acumen and a track record of selling using a consultative approach
- evidence of success in achieving sales targets and performance objectives
- experience working with c-level executives and influencing key decision makers
- innovative problem-solver with good judgement who is skilled at handling objections
- experience presenting to large and small groups, both in person and online
- self-motivated and goal-driven with a strong passion to succeed
- hard-working energetic and outgoing, with excellent oral and written communication skills in English
- strong organizational and time management skills, with a high level of attention to detail
- able to meet deadlines and put in an extra effort at peak times
- a team player with a positive outlook and solid ethics
- also able to work independently with minimal direction and supervision
- strong computer skills (e.g. Word, Excel, Outlook, PowerPoint, WebEx, etc.)

## Additional Assets

- good general knowledge of the Internet (e.g. browsers, domains, search engines, etc.)
- exposure to web-based applications, cloud computing concepts and SaaS solutions
- experience with CRM software, mailing lists, or web-based research tools
- graphic design, web development, or social media skills
- training courses in marketing, sales, or business development
- bilingual with French or Spanish as a second language



**Send your resume to: [careers@interprisesoftware.com](mailto:careers@interprisesoftware.com)**

We do not accept inquiries by telephone, or from placement agencies. All resumes provided will be kept in strictest confidence for up to six months, but only those being considered for an interview will be contacted.