

## Account Executive

**GlobeStar Systems** is a leader in integrated clinical communication. Our cornerstone product, Connexall®, is an award-winning Enterprise grade IoT platform, purpose built for the healthcare industry. Connexall® is a sophisticated and customizable end-to-end integration and communication platform that helps its customers improve clinical workflow, reduce alarm fatigue, and drive better patient and staff outcomes.

### **Job Title: Account Executive – Bilingual**

Type: Full-Time

Start Date: Immediate

Location: Canada

### **Job Description**

Reporting to the Interim SVP of Sales and Marketing, the Account Executive will be responsible for managing the sales pipeline and maintaining control of all sales aspects to ensure reasonable cycle length, sales volumes, and win rate in an assigned territory. The successful candidate will maintain a high-level understanding of Connexall's general platform capabilities, features, and value propositions and be able to explain them clearly and succinctly to customers.

### **Primary Responsibilities**

- Aggressively pursue and achieve a minimum of 100% of assigned quota (annually) while managing a long and complex selling process including proposal and contract management.
- Establish direct contact and build strong relationships with customers at Director, VP, and other Executive levels including C level.
- Prospect into new and existing accounts to generate quality opportunities and move them through the sales funnel.
- Confidently and quickly build rapport with new customers and or re-establish relationships with existing customers to become the "trusted advisor."
- Accurately and clearly communicate Customer challenges and issues to internal resources in both written and verbal form, work with the internal team to solve.
- Work closely with our corporate Customer Success Group to assess customer business problems, qualify, and build value propositions.
- Lead, orchestrate, and deliver sales calls, demonstrations, and presentations to prospects and customer accounts to close deals.
- Position Connexall's digitally Connected Hospital – a sophisticated end-to-end integration and communication platform - to customer's clinical, operational, and business stakeholders with Connexall's Unique Value Proposition.

- In conjunction with management, set goals and objectives based on territory plan and target quota.
- Build strong cross-functional relationships to leverage resources as required, assisting in the progression of an opportunity.
- Review Sales funnel activity with sales management on a weekly basis.
- Maintain accurate and up-to-date account maintenance and sales tracking data in CRM system daily.
- Self-manage and balance priorities between competing demands from multiple customer-facing projects, self directed work, and support related activities.
- Monitor competition by gathering current marketplace information and trends, and recommend enhancements in products, services, and policies by evaluating results and competitive developments.
- Other duties, as necessary.

## Qualifications

- University Degree in Business, Marketing, or other relevant discipline required.
- 2+ years of Healthcare IT, Consulting or Clinical Solutions sales experience.
- Proficiency in both verbal and written English and French is preferred.
- Success selling to Hospitals, Health Systems, and Healthcare executives.
- Consultative, "needs analysis" selling experience and style for software applications.
- Thorough understanding of Healthcare clinical and operational workflows.
- Experience with hospital language and protocol with understanding of Healthcare complexity and trends.
- Organized sales and business methodology.
- Engaging personality, curiosity, energy, and passion for Healthcare.
- Comfortable in an innovation driven, entrepreneurial company environment.
- Excellent written and verbal presentations skills.
- Ability to travel (50%-70%).

## Benefits:

- Competitive annual salary plus uncapped commission
- A rich benefits package, including: medical, dental, life, long-term disability insurance, pension
- RRSP matching program
- Vacation

*"This position does not support a Labour Market Impact Assessment, or any other form of immigration sponsorship."*