



Are you looking for an exciting challenge? We have the job for you! EC Solutions Inc. is currently searching for an account manager. The account manager is responsible for sales for Epicor with new customers in the manufacturing and distribution sector.

EC Solutions offers quality system implementations carried out by a team of seasoned professionals since 2004. Professionals and specialists have many years of experience in operational processes, change management, training, implementation. and integration of technological solutions.

Key Responsibilities

- Generate and maintain a commercial pipeline, including the identification and qualification of prospects;
- Identify and define the needs and objectives of the potential client, create and organize a strategy to close the transaction;
- Develop or assist pre-sales in the development of product demos, which illustrate the best way Epicor can meet prospect requirements;
- Respond to inquiries about software and applications, and offer consultations to potential users;
- Provide constant correspondence with potential customers in order to reinforce and promote the value of the Epicor solution;
- Manage documents and requests for tenders;
- Work on extremely complicated / visible demos / problems where data analysis requires complex assessment of several factors.

Qualifications

- Undergraduate university degree;
- The candidate must have experience with ERP applications;
- Experience in selling Epicor solutions an asset;
- Knowledge of the manufacturing environment and experience in distribution will be assets;
- Minimum of 3 years of experience where sales quotas were reached;
- Ease of communicating a compelling and inspired vision or perception of the main purpose - to be discussed in anticipation of the future, having the ability to inspire and motivate entire units or companies;
- Demonstrates experience using proven sales strategies and plans to close profitable projects;
- Ability to communicate well with executives;
- Excellent presentation skills;
- Excellent oral and written communication skills, in English;
- Excellent communication, negotiation and relationship building skills.

Required Profile

- Great sense of listening to identify business needs and business issues;
- A dynamic, positive, proactive person, able to work with various personalities in various situations;
- Excellent interpersonal skills and a desire to satisfy clients;
- Ability to work in a dynamic and daring company, whether within a team or in an independent environment with minimal supervision;
- Work ethic focused on an ability to detect opportunities and manage projects internally and with the client;
- Motivated by achieving and exceeding established goals;
- Travel to Quebec required.

AT EC SOLUTIONS INC. we offer;

- A competitive salary with a generous social benefits program;
- An opportunity to work in an environment where challenges are numerous;
- A dynamic and collaborative workplace;
- Telework;
- Stimulating social activities;
- A growing business with career opportunities;
- A management team that listens and promotes collaboration.

