

Aimsio Job Opportunity | Sales Representative

At Aimsio, we bring Silicon Valley approach and business innovation to Western Canada. We help companies with field operations execute logistical and operational workflows with greater efficiency. As a fast-growing software company, we are committed to being a key contributor to our local technology community and establishing an innovation hub in Western Canada.

Aimsio's goal is clear: to drive efficiency by creating intuitive solutions to complex problems. Every day, we push the boundaries of the innovation world. To achieve our goals, we have invested in hiring, empowering and challenging a top-tier team with backgrounds in technology, finance, business development, and entrepreneurship.

Are you intrigued yet? Well, learn why you should make Aimsio your daytime home!

1. Work with a team of top talents and mentors – you will be challenged!
2. Get in the groove and play an integral role in building a technology company with exponential growth potential.
3. Voice your opinion and influence! Contribute to pushing boundaries. Make an impact by leading projects and driving the direction of the company.
4. Solve complex problems. Develop initiatives and solutions that drive your career and boost the company's growth.
5. Regular Aimsio Academy meetings, inspired by Talks @ Google, in which guest speakers from technology leaders to politicians share their nuggets of wisdom.
6. Join the movement to grow the local tech community – we are passionate about sharing and paying it forward.
7. Have fun! We organize awesome team activities and have a games room: Xbox, puzzles, foosball, poker tournaments, and even a hammock – in case you need a short snooze to reenergize your day.
8. Enjoy the small little things – all you can drink coffee, tea, and a fully stocked up kitchen.
9. Work hard, play hard mentality with a flexible work schedule. It is a fast-paced, fun environment.
10. Thou shalt be rewarded! We have an attractive total rewards package, including stock options, healthcare benefits, RRSP matching program, paid vacation, and a health spending account.

Sales Representative

THE ROLE: ARE YOU UP FOR THE CHALLENGE?

Aimsio is hiring an ambitious sales representative with strong communication capabilities, established software competencies, and a strong understanding of field operations and workflows.

Are you excited about working in a fast paced environment, alongside a team responsible for driving the growth of an up-and-coming technology company in Alberta? Are you a sales and growth driven over-achiever with experience breaking your own targets? Do you have an entrepreneurial spirit and value the challenge and rewarding potential of a start-up, high growth environment? If you are, this may be the job for you!

DUTIES: HOW YOU WILL MAKE A CONTRIBUTION TO OUR TEAM.

- Create value in the eyes of a client for a unique but efficient solution
- Prospect, forecast, resource allocation, and planning of new business deals
- Develop solution proposals encompassing all aspects of the business applications
- Advise customer on ROI using business drivers while presenting product sale.
- Participate in the creation, presentation and sales of a complete value proposition via the telephone, Internet, webinar and customer meetings
- Thoroughly qualify all leads and sales opportunities
- Participate in client success activities including proactive engagements and training of users
- Meet or exceed quarterly revenue targets
- Develop long-term strategic relationships with key accounts

QUALIFICATIONS: DO YOU HAVE WHAT IT TAKES?

- University / college degree or equivalent experience with a top tier GPA..
- Direct field experience in working with enterprise accounts.
- Excellent communication, analytical, and research skills.
- Demonstrated “Hunter” mentality, willingness to prospect and build pipeline through cold calling, email and social selling campaigns.
- Demonstrated success in selling value based solutions to your customers.
- Demonstrated experience in selling to senior levels of customer organizations
- Experience working in a team-oriented, collaborative environment, as well as ability to work independently.
- Sales experience in a B2B Enterprise Software or SaaS company an asset
- Demonstrated success in achievement of revenue targets on consistent basis
- Experience selling technology software for field service, construction, equipment rental or hauling companies is an asset
- Capacity to work under pressure, with conflicting priorities in a multiple stakeholder environment.

HOW TO APPLY: READY TO TAKE YOUR CAREER TO THE NEXT LEVEL?

Apply now by sending your resume and cover letter telling us why you are the ideal candidate for this position to [**career@aimsio.com**](mailto:career@aimsio.com)