

Position: Account Executive (AE)

Type: Permanent/Full time

Reports to: CEO

Serving over 200 municipalities, Transnomis Solutions specializes in advanced cloud-based road information management and communications solutions for municipal and regional governments. We are looking to accelerate the rollout of our recently launched geo-based Road Permitting Solution throughout North America, with an initial focus on Canada.

We are looking for a high energy and results driven Account Executive (AE) that will be responsible for new customer acquisition in an assigned territory.

You are passionate about winning new logos, and a history of smashing your quotas.

You are outgoing, a persuasive communicator who has a consultative approach, open to learning new things, and are looking for the opportunity to be at the ground floor of our rapid expansion.

Transnomis is a remote workforce, although we do meet in person at the Toronto offices monthly. You will report directly to the CEO in this position.

What you will do:

- Directly prospect for new qualified opportunities via direct calling, networking, e-mail, and online/social media (LinkedIn) to build pipeline in your assigned territory
- Develop an understanding of the customer including goals, pain points, organization structure and decision-making process
- Work with Inside Sales to increase qualified leads and manage your overall funnel metrics to consistently meet assigned monthly, quarterly, and annual quotas
- Complete customer discovery meetings, provide product presentations and demonstrations, prepare proposals and respond to RFP's, and attend tradeshow in your assigned territory
- Work with Marketing to ensure the successful implementation of campaigns in your assigned territory
- Identify opportunities to close more deals through partnerships or joint selling opportunities
- Maintain the companies CRM, key performance metrics, and provide accurate sales forecasting information as required



Road Information Management
and Communications

Your Experience:

- Minimum of 5+ years direct quota carrying experience in B2B value-based solutions or new business development in SaaS
- Previous experience selling to municipal governments an asset
- Strong verbal and written communications skills, and tools including the web, Zoom, Microsoft office (Word, Excel, PowerPoint), Salesforce and LinkedIn required
- Proactive and well organized, with the ability to multi-task and work independently in a high-growth environment
- A team player that loves a little healthy competition
- Diploma in business, marketing, or a related field

Benefits and Perks:

- A fun family-friendly environment
- Company-provided equipment (laptop, software, etc.)
- Employer health plan, including a personal health spending account
- Company lunches and social activities
- A remote first-workplace

Compensation

Transnomis offers a competitive salary and commissions, vacation and company paid benefits, in addition to professional training and fast-track career growth opportunities.

How to Apply

To join our team please send your resume to career@transnomis.com with the position name (Account Executive) in the subject line.