



**Role: Sales Executive**

**Location: Remote**

### **Company Overview**

Sylogist is the parent company to a network of innovative companies that provide mission-critical ERP and CRM solutions, including fund accounting, case management, grant management and payroll, to public service organizations. Sylogist's customers include all levels of government, non-profit organizations, nongovernmental organizations, and educational institutions, as well as public compliance driven and funded companies.

Our team is collaborative, enthusiastic and delivers on our promises. If you want to apply your skills to improve trusted technology that supports over 2000 customers around the world, then let's talk! To learn more, check out our careers page at [www.sylogist.com](http://www.sylogist.com)

### **Position Overview**

Sylogist Pay, a division of Sylogist, is looking for a **Sales Executive** to join our team. Specifically, a competitive and trustworthy **Sale Executive** is needed for a growing software services organization that is developing new and innovative applications for fuel payment processing. The position will be responsible for discovering and pursuing new sales prospects, negotiating deals and maintaining customer satisfaction. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email and phone, we'd like to meet you.

Ultimately, you'll help us meet and surpass business expectations and contribute to our company's rapid and sustainable growth.

### **Responsibilities Include:**

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share with internal teams

### **Desired Knowledge, Skills and Experience**

- Partner and Business development skill is a must
- Knowledge of POS Developer and Dealer markets
- Proven experience as a Sales Executive or relevant role
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales

- Self-motivated with a results-driven approach
- Hands-on experience with CRM software is a plus
- Aptitude in delivering attractive presentations
- Excellent knowledge of MS Office

#### **What we look for in you**

- You like to have fun!
- You have a positively great attitude or at least you want to (we can get you there).
- You have a broad set of technical skills.
- You want to be a creator.
- You know you don't have all the answers but have a deep desire to learn everything.
- You have strong leadership skills, people want to work with you.
- You are a ninja or at least a kung-fu master.
- You are an intuitive problem solver.
- You are proactive, take initiative and thrive in a fast-paced, empowered work environment.

Sylogist is headquartered in Calgary, Alberta, Canada with regional offices in Barrie, Ontario, Canada, Atlanta, Georgia, Littleton, Colorado, Washington, DC and Shawnee, Oklahoma in the United States of America and Oxford, Oxfordshire in the United Kingdom

Interested candidates should send their resume, references, and compensation expectations to [careers@sylogist.com](mailto:careers@sylogist.com) with **"Sales Exec, Payments"** in the subject line.

All candidates must provide proper employment documentation showing immediate eligibility to work in Canada or US. Sylogist does not offer sponsorships.

Sylogist is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, gender, national origin, disability status, protected veteran status, or any other characteristic protected by law.