

JOB DESCRIPTION – Sales Representative

Imagine working for a company that values its employees as much as its clients. Imagine taking a job and wanting to finish your career with that same company. Imagine a company that hires and invests in full-time professionals as opposed to relying on contract employees. Imagine a place where collaborative, passionate and consistently curious professionals come together to tackle the world's deferred capital renewal and maintenance backlog crisis. Imagine your career.....better.

Roth IAMS is an industry leader in providing world-class solutions in Facility Asset Management/Capital Planning including Facility Condition Assessments, Accessibility Assessments, Energy Management and Capital Asset Database Management. We provide expertise to a wide variety of sectors, including education, municipal/local and state-level governments, healthcare, institutional, industrial, recreational and hospitality.

To support our continued growth across Canada, we are seeking a skilled Sales Representative that truly believe in the core values we, as a company, practice every day.

- **Collaborative** – only by understanding each other and our uniqueness can we tailor the best solutions for our clients;
- **Passionate** – our love for what we do and why we do it drives us towards excellence;
- **Consistently Curious** – we are always seeking knowledge and challenging the status quo.

Working with Us:

- We promote a collaborative and integrated approach across all our projects that result in successful and meaningful outcomes for our clients;
- We are committed to the efficient and effective delivery of our services through a focus on the development of our people, tools, and templates;
- Our employees are challenged with diverse and unique project work and are empowered to develop client relationships through delivery of high-quality service and demonstrated trust and respect;
- Our company culture provides many opportunities to engage in team building social activities;
- The growth of the business will provide challenging opportunities and increased responsibility for driven and proficient individuals.

What we offer:

- Competitive compensation package including base salary and competitive commission structure;
- Hybrid work options;
- Comprehensive health benefit plan;
- RRSP investment program;
- Bonus program;
- Generous vacation entitlement;
- Summer hours and Christmas shutdown.

What you offer:

- Minimum 5 years proven successful sales experience, meeting or exceeding targets
- Prior sales experience selling Professional Services within Public Sector
- Ability to effectively communicate, present and influence all levels of the organization, including executive and C-level
- Proven ability to drive the sales process from plan to close
- Proven ability to position products against competitors
- Strong computer skills including proficiency with MS Office
- Proven experience with writing proposals/RFP's
- Excellent listening, negotiation and presentation skills
- Excellent organizational and time management skills
- Effective, responsive communication (verbally and written) with prospective clients, existing clients and key internal resources
- BA/BS/B.Geo degree or equivalent
- Strong understanding of building systems
- A valid driver's license and access to insured vehicle for travel as required (work related mileage is reimbursed)
- Ability to travel between Canada and US for attendance at conferences and/or client sites.

What you will be working on:

Sales

- Lead entire sales/business development cycle: research accounts, identify key decision makers and influencers.
- Initiate direct sales engagement with various levels of the customer organization within the Public Sector.
- Attend Industry conferences and ensure timely conference follow up. Travel for up to a week at a time may be required (work related expenses are reimbursed)
- Collaborate with marketing campaigns to generate new opportunities.
- Follow-up using a defined methodology to qualify clients.
- Successfully manage and overcome prospect objections.

- Maintain a consistent sales pipeline and collaborate with leadership to win recurring business.
- Collaborate with Project and Client Managers to identify secure cross-selling/up-selling opportunities with existing clients.
- Participate in deal go or no-go meetings and debrief wins and losses to help improve sales conversion.

Proposals

- Work collaboratively with the Proposal Team and Technical Proposal Leaders in the development of responses to public RFPs;
- Support the assembly and submission of public and direct Requests for Proposal (RFPs);
- Provide review of draft proposal submissions to confirm compliance with RFP requirements as well as general technical writing and clarity best practices;
- Participate in weekly proposal meetings.
- Review client contracts during the proposal and post-award stage of contracting relationships

If you're ready to make a change and want to become part of a rapidly growing company, please apply. We thank all candidates for their submissions, however only successful candidates will be contacted for interviews.

Job Types: Full-time, Permanent

Benefits:

- Dental care
- Employee assistance program
- Extended health care
- Paid time off
- RRSP match
- Vision care

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission
- Bonus pay

Education:

- Bachelor's Degree (preferred)

Language:

- Fluent English, verbal and written (required)

Licence/Certification:

- Driver's License and access to own vehicle (required)

Willingness to travel:

- 10% (required)

Work Location: Hybrid remote in Oakville, ON