



**AGSI**



13029 Steeles Ave.  
Halton Hills, ON L0P 1E0

phone (905) 876-0700  
fax (905) 876-3973  
toll free (866) 274-2474

[www.agsi.ca](http://www.agsi.ca)

## **SALES EXECUTIVE**

Since 1993, Angus GeoSolutions Inc. (AGSI) has been a provider of strategic technology and information solutions, empowering government, telecommunications, utilities, financial, and agrifood organizations to make better, more informed decisions. As a Sales Executive you are the key point of contact representing AGSI and will be expected to provide our solutions to solve a business's headache. We are here to help and make things more efficient.

We are looking for individuals to represent our Go360™ Audit & Compliance software and our Location Warehouse™ data sets that include mapping.

### **KEY AREAS OF RESPONSIBILITY**

- Proactively develop assigned territory
- Develop, implement and execute territory sales plan in line with corporate objectives
- Source new sales opportunities through inbound lead follow-up and outbound cold calls, emails, social media, tradeshow, and any other approved proactive method
- Identify and assess customer needs and requirements
- Research accounts, identify key players and influencers
- Maintain a high level of product knowledge as a high degree of customer service is expected
- Attend industry events and tradeshow as required, some overnight travel may occasionally be required
- May be required to lead project implementations local to your location

### **SKILLS & QUALIFICATIONS**

- Excellent presentation, verbal and written communications skills
- Strong technical ability to work with laptops, tablets, and smart phones for presentations
- Minimum of 2-3 years outside sales experience
- Valid driver's license and must own a reliable vehicle
- Strong business acumen and ability to solve problems independently
- Excellent time management and organization skills
- Strong territory management & planning abilities
- "Go-getter" mentality; results oriented
- The ability to work well both independently and as part of a team
- Proficient with corporate productivity and web presentation tools
- Ability to prioritize and manage time effectively
- University degree or college level business diploma, or equivalent experience

### **JOB TYPE**

- Full-time

**Please send resume by January 9, 2019 to [careers@agsi.ca](mailto:careers@agsi.ca)**