

JOB DESCRIPTION

Title:	Account Executive
Reports To:	Head of Revenue
Location:	Greater Toronto Area

About the role:

As an **Account Executive**, your prime responsibilities will be to close new business opportunities. You will collaborate with others on the Sales Team to manage the full sales cycle from lead to close. You will create long-term and trusting relationships with our customers.

Key responsibilities:

- Identify new sales opportunities through prospecting and cold calling.
- Using our Sales Framework and ensuring all entry and exit criteria are met on every sales stage in Salesforce.
- Presenting and demonstrating the value of products and services to prospective buyers.
- Achieve new client acquisition goals and monthly recurring revenue objectives.
- Conduct demonstrations of the platform for the qualified leads.
- Continuously improve our sales effectiveness.
- Negotiate agreements and keep records of sales and data.

What you will need:

- Minimum 5+ years of experience in senior sales roles in B2B SaaS environments.
- Experience selling to mid market and enterprise organizations in B2B SaaS
- Excellent communication/presentation skills and ability to build relationships
- Strategic thinker who is also hands-on to get results
- Bonus points if you have experience of working within a start-up / scale-up, ideally in PropTech or Multifamily technology or similar emerging-category business
- Savvy in data analysis and applying it alongside qualitative and contextual inputs, while diagnosing and driving performance (ie segmentation/verticalization; pipe generation; pursuit; & forecasting).
- Strong proficiency in a tech stack that includes Salesforce, Salesloft, Gong, Drift, Hubspot and others.
- Bachelor's degree, MBA preferred
- Experience with Think Knock, Appfolio

What we will do for you:

- Competitive compensation
- Work for a highly collaborative and team focused company
- Flexible & remote work environment – we encourage and support your work-life balance!
- Generous paid vacation time
- Health benefits & programs that support both your physical and mental well-being
- Performance based bonus program
- Meaningful opportunities for learning and growing
- Employee Stock Options - our success is your success!
- Unlimited paid sick days - after all, your health and well-being matter to us!

About us:

Property Vista is an integrated and holistic software platform built by property managers to help property Management Companies (PMCs) grow their business and add value to their assets. PV unleashes innovative SaaS Property Management Solutions that enables PMCs to manage their properties, improve operational efficiency, and increase productivity and revenue throughout the entire lifecycle from lead to lease, throughout tenancy and all the backend operations that come with it. Property Vista is one of the fastest growing SaaS companies in Canada & the US that is using new technology to drive digital transformation in the Property Management industry. All qualified applicants will receive consideration for employment without regard to race, colour, religion, sex, sexual orientation, gender identity, national origin, disability or protected veteran status.

To apply, please send all resumes and cover letter applications to the following email address:
careers@propertyvista.com

Thank you!