

Job Description:

Account Executive

SYNERGEX CORPORATION

Job Type: Full Time
Location: Mississauga, ON, CANADA
Job Category: Computers, Sales
Contact Email: jobs@syx.ca
Experience: 2

Description:

Synergex is one of Canada's leading commercial services companies, providing complete supply chain information technology and other business solutions to businesses in the international marketplace. Synergex is a public company, trading on the TSX under the symbol "SYX". Synergex is a customer-focused company, headquartered in Mississauga, Ontario, and employs over 175 people.

We are looking for intelligent, enthusiastic individuals capable of responding to a demanding work environment to join our team. Candidates will find many opportunities for professional and personal growth with Synergex.

The successful candidate must:

- Be a success-driven Business Development representative with a proven track record and ability to initiate and manage the complete sales cycle
- Ability to manage customer relationships and expectations
- Possess exceptional verbal and written communication skills
- Results driven and is persistent in meeting day to day challenges
- The ability multi-task in an intense, fast-paced, high-energy environment is required
- Demonstrate confidence as a performer and a team player
- Be proficient in MS Office, e-mail and Internet technologies
- Computer product, IT hardware/software knowledge including use of MS Navision

Responsibilities include:

- Building and cultivating customer relationships with a focus on continuous client expansion
- Maintaining relationships with current clientele
- Establishing and achieving sales quotas and targets
- Sales Support and order Management
- General Account Responsibilities
- Interact directly with the customers to ensure that their needs and expectations are met.
- Responsible for day-to-day relationship with account contacts.
- Return customer calls within a timely manner of messages received.
- Accurately enter valid purchase orders into the system with correct pricing (orders should be entered on the date received, i.e. before end of business day).

Upon joining this team, you'll be surrounded by people who are passionate about what they do. This position has a great base salary + commission.

For more information on Synergex Corporation, please visit our website at www.syx.ca <<http://www.syx.ca/>>