

## **Job Description: Sales Executive**

**Epik Networks, a leader in the telecommunications field. They are seeking to hire high-performing hunters to add to their growing and successful sales team.**

At Epik Networks, we customize and implement the world's most advanced communications platform. We are committed to being on the cutting edge of communications technology. For the last 12 years, Epik Networks has been an industry leader in the Hosted Voice Industry and is one of Canada's first providers of Cisco's UCaaS and Webex Hosted Voice.

Members of the Epik Sales team enjoy both a generous base salary and uncapped commissions. Salary level and associated quota is based on skill and experience.

Successful Sales Executives love to chase down and close deals through both cold calling, social media, face to face meetings and warm leads, all the while exceeding sales targets. They're consultative, results-driven, highly organized, and strategic thinkers. This exciting role will suit up-and-coming sales people that have some experience in selling B2B sales (hosted communications solutions preferred) and who are looking for a detailed road map to success.

### **Why work with EPIK NETWORKS:**

- Modern office right on the subway and Path at Bay and Bloor
- Collaborative and warm office environment
- Opportunity to be a big contributor at a growing organization
- Uncapped commission structure
- Loads of training and mentorship, including close support from the National VP of Sales

### **RESPONSIBILITIES:**

- A pure hunter role that drives new business development from finding the opportunity, to closing the deal, and everything in between
- Create, implement, and manage a prospecting business plan (in collaboration with National VP of Sales)
- Close new monthly recurring revenue from new customers
- Set, measure & manage business development activity targets and pipeline goals
- Develop a territory based on CRM assigned accounts, vertical focus, personal connections, and 'on net' buildings
- Use of Salesforce CRM to manage, track, and drive all stages of the sales process and behaviour, including all customer information and sales forecasting

### **YOU ARE:**

- Comfortable with a medium (3 months) to long-term (12 months) sales cycle
- A hunter. You thrive on doing new business development, all-day, everyday. You love the satisfaction of finding, creating, and closing a deal
- Creative. You turn over all the stones to find opportunities, then seek out ways to open doors, and close your deals
- Accountable: to sales targets, value setting, and driving metrics

- A well-rounded communicator, regardless of medium: email, phone, face-to-face, social media, networking
- Persistent and focused, driven, disciplined, and organized. Confident and unfazed by rejection.
- Client-focused: as relates to customers in your sales pipeline and Epik staff; little post-sales account management will be required
- A team player: you thrive in a collaborative work environment, working with others to achieve company-wide objectives, while still maintaining a 'killer instinct' to seek out opportunities

**REQUIREMENTS:**

- 2-5 years' experience in a consultative B2B sales environment, with preference given to those with experience selling or supporting any B2B SaaS Solutions—notably in Telecom/hosted voice telephony industry
- Past success in a sales hunter role
- Strong written, verbal and face to face communication skills.
- Experience with Salesforce.com or another CRM preferred

**WHAT YOU GET:**

- A generous base of \$50-\$75k and commissions. Total compensation at full yearly quota should be \$88,000-\$150,000 with opportunity for bonuses based on performance. No cap on commissions.
- A great office environment in a prime location. Work is in-office when not at off-site meetings, and flexibility is essential, based business requirements.
- Support from the National VP of Sale who will work with you to help you reach your personal and professional goals, including extensive coaching on Epik's unique technology, services as well as sales & communication coaching.

Want to be part of something great? Email your resume and a cover letter that tells us the story your resume leaves out to [mara@darrenrabie.com](mailto:mara@darrenrabie.com).