

Account Executive InTime Solutions Inc. - Vancouver, BC

Are you looking to join a successful and growing SaaS company? Based in downtown Vancouver, Intime Solutions is North America's leading provider of workforce management solutions for Public Safety (Police, Fire, Corrections, 911). With a 20 year track record, and over 500 subscription customers, InTime provides a growing but stable work environment fueled by a committed team of professionals that love to collaborate, support each other and to have fun. Our customers rave about software and how it's helped their government departments reduce costs and risk while increasing productivity. Check out our [Customer Case Studies](#).

The Role:

The **Account Executive** role is a full cycle sale position responsible for a geographic territory in the United States. A typical week involves following-up on leads, qualifying and educating prospects, applying strategic selling techniques to engage key players and move the opportunity to a successful close, and liaising with existing customers to look for potential upsell opportunities.

What We're Looking For:

- 2+ years of SaaS sales experience
- Technical proficiency and the ability to demonstrate software usage
- A disciplined approach to selling and the sales cycle
- A willingness to learn and apply the sales training and tools provided by InTime
- A sense of ownership for territory and quota success
- A team player that is always willing to lend a hand
- Excellent verbal and written communication skills
- A proactive approach to building the pipeline

Office and Perks: While many of the following perks are on hold during the pandemic, rest assured that when things get back to normal, so will the office environment:

- New and high quality office space
- Stunning rooftop patio
- Complimentary and nutritious daily lunches at the office
- High quality espresso and hot drink facilities
- Free gym and bike storage
- Ergonomic office environment, including stand-up desks
- Subsidized personal phone plans & transit passes
- Positive, fun and non-judgmental atmosphere



To Apply: Email careers@intimesoft.com with 'Account Executive' as your subject line.

Learn More:

Website: <https://intime.com>

[What is it like to work at InTime?](#)

