



Flexiti Financial

Flexiti has reimagined point-of-sale (POS) consumer financing to drive sales for retailers in-store and online. Through our award-winning platform, we deliver a POS financing experience across any device that is customer-centric, simple and intuitive. Without the need to integrate in to existing POS systems, retail partners can easily offer the same fast and paperless financing solution across all retail locations and sales channels to increase revenue and build loyalty through repeat purchases. With high approval rates, innovative products and services, flexible promotional offers and a partnership-first approach, Flexiti is helping people improve their lives through better financing. For more information, visit www.flexiti.com.

Key Account Manager

Flexiti Financial is looking for a Key Account Manager to join its growing sales team. Supporting the Director of Sales, the Key Account Manager will be responsible for driving new relationships with large enterprise customers at the executive level. This is a hunting role. We are looking for a high-energy driven individual with solid business-to-business sales and account management experience that will open new doors within our Canadian market.

Responsibilities

- Prospect and cold call new clients to entice new business development
- Contact providers to identify new sales opportunities and introduce the company's products and services
- Effectively present the companies platform and highlight the features and benefits that address the specific provider's pain points
- Discover new lead generating opportunities through cold calling, clientele meetings, and third party partnering
- Identify key account possibilities that should be targeted, set up meetings with such key accounts, and have them move forward with the service
- Experience conducting business with clients in the Canadian market
- Complete formal RFP responses and contract negotiation
- Interact with clients ranging from mid to senior level executives
- Utilize strong closing techniques that lead to signed partnership agreements
- Successfully utilize persuasive objections-handling techniques to gain new clients
- Manage client relationships ensuring long-term customer retention and future sales opportunities
- Accurately track all sales funnel activities through the available CRM tool and utilize its features for greater sales effectiveness
- Develop and maintain a strong understanding of the product, industry, and competitive environment
- Able to participate in regular weekly, monthly, and quarterly meetings and business review sessions
- Identify potential dealer partners in the marketplace
- Maintain engagement with leads through proactive follow-up communications
- Develop a client pipeline of potential new partners



- Respond to incoming inquiries regarding our client's
- Report weekly on key achievement and progress

Qualifications

- 5+ years of sales experience
- Diploma or Bachelor's Degree
- Strong time management skills
- Proven consultative sales solution skills, including the ability to articulate a clear, concise return on investment value statements
- Ability to maintain a high level of productivity, manage multiple competing priorities, and work effectively under the pressure of time constraints in a fast-paced, complex, collaborative, and team-oriented environment
- Proven track record of driving and closing deals
- Consistent overachievement of quota and revenue goals
- Experience working from a home office

The Perks

Below are just a few reasons why people love working here:

- Great and passionate people in a very supportive environment
- Comprehensive health and dental benefits
- Competitive salary; commensurate with experience