



Job description
Sales Executive

Cintoo designs and develops an innovative cloud-based platform for 3D Reality Data management targeting AEC (Architecture, Engineering & Construction) and BIM (Building Information Modeling) professionals, called Cintoo Cloud. This platform relies on efficient technologies developed over the last 10 years, reducing storage and transfer time for rich and highly accurate 3D data captured from reality (laser scanning and photogrammetry). We are a fast-moving startup with a very high potential. Cintoo is now hiring its passionate and talented **Sales Executive** in the Eastern and Central regions of North America (USA, Canada). This position is available now as a full-time job.

Responsibilities:

- Find and engage with new customers through referrals, networking, and cold calling
- Meet monthly and quarterly sales quotas
- Maintain relationship with existing customer base through office visits, meetings, check-up calls, or follow-up emails
- Organize and set up meetings, webinars and online demos for Technical Account Managers
- Drive the indirect channel of resellers and partners
- Participate to tradeshow and conferences and help gather leads and close deals
- Provide historical records by keeping records on customer inquiries and sales
- Contribute to team efforts in accomplishing organizational and business goals

Skills:

- Customer service oriented, with the ability to meet sales goals
- Possess strong ability to prospect, negotiate, and close sales
- Strong persistence in dealing with people and not giving up easily
- Possess self-confidence, positive mentality, with the ability to manage territories effectively
- Highly self-motivated
- Reliable, hardworking, enthusiastic, with the ability to perform multiple assignments at the same time
- Effective communication with customers, as well as strong follow-up skills
- Excellent communication both orally and in writing

Experience:

- Strong experience in PC, Internet and Microsoft Office (Excel, Power Point, Word) usage
- Experience in leveraging social medias such as LinkedIn for prospection
- Experience with Customer Relationship Management (CRM) software such as Salesforce
- Already participated at conferences and tradeshowes to generate awareness and retain user adoption
- Exercised strong ability to multi-task and work cross-functionally in a dynamic environment

Must-have Expertise:

- Expertise in selling software

Nice-to-have Expertise:

- Expertise in selling cloud solutions
- Expertise in driving a reseller channel
- Expertise in Architecture, Engineering and Construction market
- Expertise in Reality Capture technologies (laser scanning, drone scanning)

To apply for this opportunity, please send your resume and a covering letter to CEO of Cintoo USA Dominique Pouliquen at pouliquen@cintoo.com