

Job Title: Senior Account Executive

Position Type: Full Time, Permanent

At Portable Electric, we believe in a future without fossil-fueled generators. We believe the future is electric.

We are a Vancouver-based cleantech company, connecting teams to clean power all over the globe. PE is a leading provider in transitioning the world to e-Generators and e-Chargers. PE is actively providing clean energy to the global film industry, utilities across North America, and other organizations converting to the electric transformation. We are bringing together software and hardware solutions to better serve our customers.

The Challenge Ahead:

Our market demands are requiring us to grow our Revenue team. We are searching for new **Senior Account Executives** that can hit the ground running and have a positive impact on our business. We are looking for passionate individuals that excel in hunting for new business and executing complex sales cycles.

Why you're a great fit for Portable Electric's Sales Team:

You're a **hunter and driven by new business acquisition**. Opening up new doors and converting them to customers is in your DNA.

You've worked within **enterprise sales cycles** and are familiar with maintaining your accounts and pipeline in CRM (Hubspot or equivalent).

You're **creative** and able to complete business cases, assemble presentations and ROI analysis. You're comfortable with speaking to key decision makers and sharing the value of technology or hardware solutions in comparison to those of key competitors.

You're **hungry to close deals**, and motivated by performance-driven initiatives. Portable Electric will give you the opportunity to help build a company and a new market segment by driving sales growth for the organization.

Your impact as an Account Executive:

- Identify, develop, qualify and close new business across key target industry sectors, exceeding identified sales targets.
- Contribute to the development, execution, and ongoing changes of the team's go-to-market strategy.
- Able to complete and operate within a full sales cycle from opportunity creation to opportunity close. You are able to pull in corporate resources at the right time to move your opportunity forward (i.e. sales engineers, management) when needed.
- Follow a strategic/enterprise selling methodology.

- Remain actively engaged in understanding the competitive landscape and customer needs to effectively communicate back to internal stakeholders to effectively impact Portable Electric's solutions in the marketplace.

Required Qualifications:

- Minimum 5 years of professional experience successfully overachieving sales targets within technology companies
- A track record of developing and closing new businesses, and building strong relationships with existing customers.
- Technical aptitude and experience speaking and presenting to technical stakeholders, while understanding when to bring in Sales Engineering resources as necessary.
- Experience working with and selling through channel partners.
- Disciplined, self-aware, self-starter with ability to lead in an unstructured environment. Handles ambiguity well and guides others positively and effectively in a **fast-paced environment**.
- Impeccable written and communication skills.
- Strong customer and escalation management skills.
- Working in a collaborative team environment and being willing to contribute to team success.
- Experience working in the EV charging industry is an asset.

OTE: \$150K - 250K

Location:

- Vancouver, BC, with the ability to attend meeting in the office
- This role requires Account Executives to be able to travel internationally for business (20%)

Why Choose Portable Electric:

Portable Electric embraces diversity. We are committed to building a team of women, BIPOC, LGBTQ+ and people with disabilities, that represents a variety of backgrounds, perspectives and skills, where team members feel like they belong and our policies and guidelines embrace all cultures and beliefs. The more inclusive we are, the more successful we will be.

Start your Journey with Portable Electric:

Let's make the world more sustainable together! Apply now by sending us your resume to careers@portable-electric.com. We want to hear from you!

We thank all applicants, but only those selected for further consideration will be contacted. Be sure to check our careers page to stay informed about all job opportunities at Portable Electric!