



CAREERS

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CLIENT REPRESENTATIVE

Looking for a great career? Axon Software has openings in their sales department for Client Representatives!

We are looking for driven, motivated and professional individuals who are looking for a career as a member of our highly-energetic and fast-growing Client Representatives team. This is a challenging but very rewarding position that involves a range of skills, knowledge and willingness to learn the transportation industry, software development, general accounting and best-practise sales techniques.

JOIN THE AXON SOFTWARE FAMILY

Founded in 1982 Axon Software has established itself as a trusted and leading transportation management system serving thousands of users in the most unique and complex trucking industries across North America. We're a professional and committed group of individuals with the same company-wide mission that operates on its core values and forward-thinking philosophy of developing superior software and delivering world-class customer service to the transportation software industry. We believe in building customer relationships that pass the test of time with trucking software you can count on and people you can trust. As a company driven by innovation, development and support, we see our employees as the most important resource in achieving that success and offer a variety of positions from support, training, sales, administration and software development.

RESPONSIBILITIES

Axon Software's sales staff are professionally trained and experienced Client Representatives, with a thorough knowledge of Axon Software and even more importantly, they understand the unique and complex demands of the transportation industry. They are the first point of contact who take prospects through a well-established sales funnel and client process. They help develop new business opportunities and establish long-lasting relationships with new and existing clients across several trucking industries, while managing a pipeline of dedicated prospects from initial contact to deal closed and beyond, giving our customers the best user experience possible.

- Educate prospects and clients about the benefits and features of Axon Software through online demo presentations, customized to the prospects business requirements, needs and industry type.
- Understand the competitive landscape, identify and develop new leads while tracking all contact and information in the corporate CRM database.
- Maintain competitive sales targets and work in close collaboration with support, training and programming staff to assist in the resolution of customer questions, suggestions and software issues with strong problem-solving skills to find solutions in an accurate and timely manner for our clients.

QUALIFICATIONS

Preferred applicants will have 1 or more of the following:

- Consistent track record and ability to close deals across a wide range of industry verticals.
- Experience in high-growth sales positions with strong written, verbal and trustworthy skills – able to manage sensitive client information.
- Experience with accounting, transportation or computer software programs – QuickBooks, Simply Accounting, Accpac, Excel.

We have numerous employees at Axon Software that have been with us for over 15+ years. We pride ourselves in having an extremely high employee retention rate and this is an exciting opportunity that could lead to a long-lasting and successful career with us. We would like to sincerely thank all applicants, but only those selected for an interview will be contacted.

To Apply: Please send cover letter and resume to careers@axonsoft.com with the subject: **Axon Software – Client Representative.**

WORK ENVIRONMENT

- Axon Software is located at 15 Innovation Blvd #210, Saskatoon, Saskatchewan, Canada S7N 2X8 in the heart of the University of Saskatchewan campus and technology sector.

- Axon Software offers a culture and environment unlike anything you've experienced before. Employees gain access to an onsite cardio and weight fitness center, squash courts, yoga and steam rooms, along with Innovation Wellness massage and chiropractic facilities.

- Enjoy the extra perks and benefits of Innovation Place Park – rated as one of the top places of employment in Saskatchewan, gourmet Atrium café, games room, Boffins Public House and world-famous gardens.

COMPANY BENEFITS

- Axon Software offers competitive salary and commission wages based on experience and position.

- Axon Software is committed to providing competitive group health and benefit packages for our employees and their families. (paid parking, bus pass, health, dental, massage, chiropractic and more).

- Flexible hours of operation, work schedules and three weeks vacation after your first year of employment.

PAID INTERNSHIPS

- If you have your diploma, degree or simply want to explore what's available in the workplace, we have an opportunity for you to gain valuable knowledge about the transportation industry, software development and accounting practices. Axon Software's unique approach allows us to cultivate growth by putting the right individuals in a position to discover their strengths through a comprehensive and thorough training process.

- Axon Software is committed to recruiting the best and brightest local talent from educational or work place institutes.

- Successful applicants will be part of a paid internship that may lead to a full-time career position at Axon Software.