Account Executive - SaaS Public Sector - Remote

Remote · Canada · Full-time · **CAD 90k–110k**

Account Executive - SaaS Public Sector (ERP / Financial Software) - REMOTE
Location: Canada - Remote
Salary: $90,000-$110,000 CAD + Uncapped Commission (OTE Yr1 $130K-$155K, Yr2 $150K-$180K)
Benefits: Health, Dental, Vision, Disability, 3% RRSP Match, PTO, Paid Holidays
Job Type: Full-Time
Start Date: ASAP
Sponsorship: Not Available
Relocation Assistance: Not Available
Territory: Central to Eastern USA (evolving based on business development)
Travel: 10%–15% within the US for conferences, tradeshows, and customer visits

Account Executive - SaaS Public Sector (ERP / Financial Software) - REMOTE Description

Our client in the SaaS industry is looking for an **Account Executive** to join their team. This is a fully remote position open to candidates based in Canada, with a 100% focus on selling to U.S.-based customers. In this role, you will drive net-new business growth by selling ERP financial management solutions to mid-market and lower mid-market customers in the public sector. The ideal candidate has SaaS sales experience, exposure to public sector **and/or** ERP financial software, and a proven ability to manage longer, consultative sales cycles. To be successful, you must be self-motivated and skilled in building relationships, presenting solutions, and closing deals. This is a great opportunity to join a growing company where you can make a direct impact, work remotely, and contribute to expanding market presence.

Account Executive - SaaS Public Sector (ERP / Financial Software) - REMOTE Responsibilities

- Prospect and generate new business through outbound outreach, networking, and events
- Manage full sales cycle from lead generation through closing
- Conduct discovery to understand client needs and align solutions to ROI-driven outcomes
- Sell ERP financial software to public sector organizations
- Build and maintain a strong pipeline while nurturing and advancing opportunities
- Partner with Customer Success to deliver product demos and technical presentations
- Develop and maintain long-term, trust-based relationships with prospective clients
- Collaborate with marketing on campaigns, lead generation efforts, and industry events
- Represent the company at conferences, trade shows, and customer meetings within territory
- Prepare proposals, negotiate contracts, and close new business deals
- Accurately forecast pipeline activity and revenue on a quarterly basis
- Provide market feedback and customer insights to internal stakeholders

Account Executive - SaaS Public Sector (ERP / Financial Software) - REMOTE Qualifications

- 3+ years of **SaaS consultative sales** experience is required
- Experience selling to **public sector and/or** selling **ERP or financial software** is required

- **Mid-market & lower-mid-market** SaaS sales experience is required
- Proven ability to generate new business and manage long sales cycles is required
- Experience directly managing the full sales cycle is required
- Willingness and ability to travel 10%-15% in the USA is required
- A valid passport or willingness to get a passport is required

Apply: https://twonice.hire.trakstar.com/jobs/fk0z8x4/?apply=true

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