
Account Executive

About LifeBooster

Every day millions of people put their lives and livelihood on the line when they go to work in order to support their communities and their families. It is time to give back to all of those who build our cars, keep our homes warm and lit, and who keep the world turning. At LifeBooster, we are delivering on the future of health and safety to ensure that every one of those workers gets home safe every day.

As a recognized leader in connected worker and risk analytics technology, our predictive analytics platform, Senz, evaluates workplace risk using wearable sensors and advanced analytics to detect the potential for workplace injury due to behavior, work processes and environmental conditions within industrial work settings. Partnered alongside world leaders in performance apparel and worker health and safety, LifeBooster is actively addressing this global issue and wants you to join our team on our mission!

Our mission-focused, tight-knit team is driven by a culture that is both collaborative and caring. We take a people first approach to our business which means your work will directly and significantly improve the physical and mental health of hard working people on a global scale.

We are looking for a passionate and driven **Account Executive** to join our growing go-to-market team. This is an exciting opportunity to join a purpose driven company working to improve people's lives and get them home safe from work every day. Our ideal candidate is excited to join a market-driven scale-up at a rapid growth inflection point, and who is ready to take the next step in their sales career.

About You

You have a wealth of experience in enterprise sales with an understanding of industrial health and safety practices being a bonus. You take a consultative and methodical approach to solving your prospects needs, delivering them with a value-based solution that fits seamlessly into their existing systems and processes. You are a determined self-starter who avoids complacency at all costs and strives for innovation and continuous

improvement both personally and professionally. You are analytical and intelligent; when a problem arises you are equipped and ready to find a solution. If high-level sales excites you, this role is the perfect segue into an opportunity with endless potential.

About the Role

Reporting directly to the CEO of LifeBooster, the Account Executive will establish relationships and drive results through effective selling and exceptional customer service. You will manage accounts from lead to close, run flawless sales cycles, and transition new customers seamlessly to our Customer Success team. You will be measured on your ability to build long-term sustainable customers through a land and expand methodology. This role will grow as we do, and is a great opportunity to be part of a rapidly accelerating team.

Key responsibilities include:

- Leading the charge on taking interested prospects through to becoming fully fledged customers - land, expand, and unlock sales opportunities.
- Working closely with our Business Development Representatives to identify and research prospects to enable a sustainable approach to pipeline generation.
- Working closely with our Customer Success team to build deployment programs that deliver long-term success for our customers.
- Rapidly developing rapport with business owners and executive level decision makers, including Fortune 100 companies.
- Establishing yourself as a trusted advisor, understanding potential customers business needs innately.
- Utilizing our customer relationship management software to qualify, track, measure, and report on the progress of sales leads.
- Presenting and demonstrating the value of our products and services to prospective buyers both in person and virtually.
- Providing planning support and taking part in conferences, networking events, trade shows, workshops and lunch & learns.
- Contributing to a thriving performance culture within the team.
- Providing timely and relevant market feedback to our Product team for future planning and growth.
- Devoting yourself to continuous improvement to exceed the expectations of those around you.

Is this you?

- 5+ years of high-performing enterprise sales in SaaS and/or Safety sales
- Confidence interacting with mid-managers to C-Suite Executives
- Proven ability to manage a full pipeline and close multiple enterprise deals
- Experience fine-tuning and following sales processes, tracking and accurately forecasting accounts
- Excellent verbal and written communication skills and presentation experience, with a natural ability to adapt on the fly
- Experience with negotiations and contracting is a critical skill
- Results driven - willing to put in the time and energy necessary to surpass targets and drive company growth
- Excellent listening skills with a strong executive presence
- Naturally strong leader with engaging interpersonal skills
- Self-starter and ability to work independently
- Detail-oriented, highly organized and focused in order to maintain a large volume of deal flow
- Great sense of humor and likes working in a fast-paced environment with group of people who bring their own personality and diversity to the team
- Ability to travel as needed

Benefits

We are a mission driven organization that is intent on making a positive impact in the world. We have a casual and flexible work environment providing a superior work-life balance. We offer competitive compensation with a total rewards package that includes equity, commission, comprehensive benefits and generous paid time off. You will be part of a lively and supportive team that recognizes and celebrates each other's wins.

Contact hr@lifebooster.ca to learn more about this exciting opportunity and to apply!