



SENIOR MAJOR ACCOUNT MANAGER – RESEARCH/EDUCATION SALES

Let's start with why.

This is how we work at Profound Impact. Start with why—our why is Connecting Great People to Do Great Things and we focus on things that matter. We get stuff done while taking ownership of success and maintaining a high level of creativity and technical expertise.

Our purpose to create a profound impact extends into society as we engage our team with learning opportunities, social impact practices, and professional development to fuel collaborative innovation and trust. We work as one in a flexible work environment that gives you the autonomy to work at your best. We support our team with programs to match donations, provide volunteer time off, develop new skills, and commit to sustainability. Your values contribute to Profound Impact's direction creating inclusivity and belonging in all that we do.

Help us connect great people to do great things at Profound Impact!

Job Location:

Profound Impact is a virtual company so you can work from anywhere in Canada or the US.

About you as a Senior Major Education Account Manager:

You are an experienced Major Account Manager with a successful track record selling enterprise software and services to Canadian, US universities and colleges.

You are a tenured sales person who earned your major account role in the education vertical by selling software, web based software and services to research, post-secondary educational institutions and Fortune 500 customers.

You are self-motivated, and work closely with customers to find a “win-win” working with Canadian, US universities and colleges- you plan your work and work your plan.



You have demonstrable success consistently driving revenue growth and market share, are customer centric and an effective communicator.

You are proficient working within large, complex sales environments and work effectively across all levels of customer contacts to accomplish your goals and solve customer problems.

Your sales career includes:

- 2+ years of sales experience with post-secondary education customers
- 3+ years of sales experience with Fortune 500 customers
- 5 years + of quota carrying experience and achievement
- Excellent written, verbal communication and presentation skills
- Working collaboratively with a team to solve customer problems

In this role, you will:

- Use your consultative sales experience to:
 - Acquire new customers at Canadian, US universities and colleges and manage the process to closure.
 - Maintain and establish long term partnerships with Canadian, US universities and college customers.
- Achieve assigned sales revenue goals.
- Leverage your education sales experience to initiate sales activities: customer meetings, demonstrations, evaluations and proposals to achieve assigned revenue goals.
- Work seamlessly at all levels with university and college executive team members, administrative staff and researchers.
- Be a team player working collaboratively with product management, engineering and marketing to achieve results.
- Attend conferences, seminars and provide valuable insight into all marketing initiatives.



About Profound Impact:

Based in the Toronto-Waterloo technology corridor, Profound Impact's AI-powered tool - **Research Impact** - helps academic and industry researchers find the perfect funding match. With over \$300 Billion in research funding opportunities, 100,000s of industry partners and 8.8 Million researchers globally, finding the optimal grant for academic and industry innovators is often overwhelming and unnecessarily time-consuming. More than just a search engine, **Research Impact** offers automatic, targeted and timely matching. Profound Impact's customers include top North American research institutions, universities and industry partners. CEO and Founder Sherry Shannon-Vanstone is a serial technology entrepreneur with an unparalleled track record. She has led five successful start-ups and exits in Silicon Valley and Canada, including two IPOs and acquisitions.

Learn more about us at www.profoundimpact.com.