



Type: Full Time

Department: Sales

Role: Territory Sales Rep - Canada

As a Territory Sales Rep, your responsibility is to deliver consistent production and growth by developing an assigned territory, managing a pipeline, recruiting and developing partner relationships, and staffing various field-marketing events. Scale is a 100% channel-based company, therefore experience in working with the channel is a plus.

Qualifications and Key Responsibilities:

- BA or BS Degree
- Minimum of 5 years technical sales experience
- Proven track record of outperforming goals
- Willing to travel up to 25%
- Personal Qualities: integrity, work ethic, self-motivated, creative and team player
- Proficient with verbal and written communications, including presentation skills
- Ability to work in a fast-paced environment and adapt to changing needs and priorities
- Ability to work across all levels of an organization and to effectively communicate and collaborate with a diverse range of people and job functions
- Has a strong understanding of the sales process and Channel Sales
- The ability to understand how technology solutions can solve business problems and translate into a profitable business model
- Ability to communicate with senior managers and executives about their business challenges

Territory – Canada