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Tel: (416) 916-8798  
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Web: [www.xpi.com](http://www.xpi.com)

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## **Job Description Senior Account Executive (Inside Sales)**

### **Quick Profile**

Company:	XPI Inc.
Position:	Senior Account Executive
Job Type:	Full Time
Location:	Toronto, Ontario
Job Category: Sales:	Inside Sales Representatives: Inside Sales - Ontario
Industry:	Financial Services, Technology
Salary:	\$50,000 - \$60,000 plus commission, plus benefits; OTE \$90,000
Availability:	Immediate
Company URL:	<a href="http://www.xpi.com">www.xpi.com</a>
Posted:	Open
Email your resume:	<a href="mailto:careers@xpi.com">careers@xpi.com</a>

### **Company Overview**

XPI Inc. is a private technology company focused on delivering SaaS solutions that facilitate the process for timely, secure, and compliant creation, dissemination and analysis of disclosure documents.

XPI's main product, DisclosureNet, is an online, easy-to-use solution for rapidly accessing public company disclosure information in both Canada and USA. It is used by thousands of business professionals across our five market verticals: accounting, legal, financial, corporate (public companies) and government. We are dedicated to the business and financial information industry focusing on the specialized niche of securities filings.

### **Position Overview**

We are seeking an experienced, consultative, entrepreneurial and results-oriented inside sales representative. This role is focused on promoting and selling DisclosureNet and other corporate product modules or services through outbound telephone calls to potential customers and existing customers while meeting/exceeding sales target objectives as established. You will be calling to introduce and position DisclosureNet to potential customers at the C-Level (CFOs, CEOs, Finance Directors, Controllers) through your excellent communication skills and a high degree of professionalism.

As the successful candidate, you will be responsible for establishing relationships with key decision-makers at corporations across Canada, demonstrating the value of our services, to close business. You will be provided an excellent compensation package with a high degree of opportunity. You will be supported by several existing XPI team members to help maximize your sales success. You will also benefit from a fast-paced, entrepreneurial environment and a strong existing DisclosureNet reputation and client base in the Corporate sector.

### **Responsibilities**

- Sell DisclosureNet to the Corporate (Canadian public companies) market through outbound calls (40+ calls per day), and arranging meetings for product closing demonstrations
- Conducting online product demonstrations that ultimately lead to contract closing/sales



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- Work with internal staff to pre-qualify leads and obtain background pre-sales information on a prospect to increase likelihood of deal closing
- Work in a sales team environment lead by the Sales Manager; developing and refining sales messaging and key deal closing criteria
- Meet or exceed both qualitative and quantitative outbound sales goals on a consistent basis
- Build rapport and relationships with internal and external customers through prompt, courteous, efficient, and professional service
- Accurately forecast opportunities and manage pipeline
- Accurately manage call lists and client contacts, logging all call information, setting demonstration dates, conducting demos and updating profile activity through the use of a proprietary CRM system

### **Qualifications**

- University degree or equivalent experience in sales, telemarketing, or related field
- Excellent verbal and written communication skills
- Excellent telephone etiquette, professional attitude and integrity
- This is not a call center environment; the position does require high level inside sales experience and very professional telephone manner
- Strong attention to detail
- Ability to work independently and as part of a team in a fast-paced, changing environment
- Computer proficiency in Microsoft Office and aptitude for internal business systems
- Minimum of 3 years sales/inside sales experience or equivalent; preferably in B2B environment, selling to business professionals
- C-Level sales acumen (selling to CFOs, CEOs, Controllers)
- Accounting experience or business application sales background would be an asset
- Bilingual English/French is an asset

XPI employees take pride in providing our clients exceptional products and service. We have respect for the customers we serve, as well as the members of our team. Our work environment is dynamic, innovative and entrepreneurial. We have a results-oriented culture that demands excellence, agility, and the desire to move quickly to seize opportunities. Our environment is both challenging and supportive. We provide employees the opportunity to develop their skills and do their best work. It is a great environment to progress in your career.

If you are qualified for this role and feel that it is a good fit for you, please submit your resume to:

[careers@xpi.com](mailto:careers@xpi.com)

Please provide appropriate contact information, including a telephone number or email address where you can be reached between 8:00 a.m. and 6:00 p.m., Monday to Friday.

Thankyou to all those who apply. Only those who are considered for the position will be contacted.