



Job Posting #: **SM040601WEB**

Position: **ERP Sales Account Manager/ Executives**

Number of Positions: **2 Positions opening**

Sectors: **Warehousing, Distribution, Manufacturing, Retail**

Microhouse Systems Inc. is a software engineering company with 19 years of history & expertise in design and development of complete ERP (**Enterprise Resource Planning**) applications **MULTIFLEX^{ERP}** for small & medium size businesses. Located in Markham, Ontario, *Canada's High-Tech Capital*, and a fast growing network of global dealers and VARs; Microhouse provides flexible solutions for Retailers, Distributors and Manufacturers in various industries.

Our own Proprietary Business Application Platform (BAP) is **a unique approach** invented and developed in-house over the past six years by our dedicated team and three million dollar R&D expenses. BAP enabled us to keep Business Logic and Technology Logic separated and offering a breakthrough in the way ERP software is developed, delivered and priced.

An aggressive plan to penetrate new market segments with this recently developed ERP suite has created immediate opportunities in our sales and marketing area. We are looking for **two** Account Executives or Account Manager with entrepreneurial mindset; diverse industry background and C level executive access. **To be successful in this position a Hunter like attitude and flexibility towards internal and external customers is a MUST.**

EXPECTATIONS:

- The position will primarily work in the Greater Toronto area, and some out of town or out of country travel may be required.
- Ability to access C level executives in various industries to position our compelling value proposition: Ten time faster development and deployment of customized ERP solution/s to unique business need in an economical way—unlike CLASSIC ERP software providers.
- Offer customized software development solutions in CANADA to various industries, at a price even competitive to offshore development in INDIA etc.
- Rapidly develop new verticals.
- Ability to close in a short timeframe. (Ability to meet minimum required quotas)
- Expertise and ability to access to decision makers in industry vertical/s.
- Good understanding of the contractual framework with customers.
- Understanding of business and software development and delivery practices and principles.

