



QHR Software Inc., a QHR Technologies Inc. company, is looking for an:

### **Account Executive – Kelowna or Toronto**

#### **Position Summary:**

QHR Software Inc. is looking for a highly motivated and enthusiastic Account Executive with a strong drive to meet sales targets to join a leading developer of Canadian healthcare management software team. Under the direction of the Director of Sales, the Account Executive will be responsible for managing a sales territory in Eastern or Western Canada and developing a plan to achieve yearly projected sales targets for QHR's products.

QHR Software Inc. is a wholly owned subsidiary of QHR Technologies Inc. and is based in Kelowna, BC.

To learn more about us, please visit our website at [www.QHRSoftware.com](http://www.QHRSoftware.com).

#### **Essential Functions:**

- Effectively manage the sales cycle using Customer Centric Selling techniques
- Meets or exceeds established annual sales quota.
- Initiates sales process developing market opportunities through prospecting, lead generation, qualification, proposing solutions, developing proposals, forecasting and closing sales
- Recommends new solutions and services by evaluating current solutions, identifying needs to be filled
- Develop a professional understanding of the QHR Software product and service offerings
- Demonstrate products and services through effective presentations at client organizations, selected conferences and through on-line demonstrations
- Develop relationships with decision makers within QHR's current and prospective opportunities, present proposals and negotiate contracts with clients in assigned territory
- Assist in creating market awareness of QHR and its product and services within the current healthcare market
- Additional tasks, responsibilities, and special projects assigned from time to time
- Outstanding communication and presentation skills both oral and written
- Commitment to exceeding customer expectations
- Results-oriented attitude with the ability to meet deadlines and think outside the box
- Ability to view situations from an end-user perspective

**Qualifications:**

- Business degree preferred
- Demonstrated ability to execute results against strategy and meet critical deadlines.
- At least 5 years experience in software and service sales
- Demonstrated sales successes in complex markets, executing results against strategy, meeting critical deadlines
- Proven success selling high value products or solutions
- Experience in the healthcare environment would be an asset
- Demonstrated ability to execute results against strategy and meet critical deadlines.
- Strong computer skills in Microsoft Word, Excel, PowerPoint and CRM

**Total Rewards:**

We offer a competitive compensation package with a comprehensive benefits package.

**Please email your resume in Word or PDF format to Lindsay Barrett at [lbarrett@qhrtechnologies.com](mailto:lbarrett@qhrtechnologies.com)**

*Thanks to all those that apply. Only those chosen for an interview will be contacted.*

QHR Technologies Inc. has a vision of being a Top 100 Technology Company and a Top 100 Employer. Our results and culture all point to personal growth, opportunities and success. QHR Software Inc. is a wholly owned subsidiary of QHR Technologies Inc., a publicly listed company (TSX-V:QHR). QHR Technologies was recently recognized by the 2010 Branham 300 list in the 'Top 5 Pure Play Healthcare Companies' list, the 'Top 10 Growth Companies' and the 'Top 20 Movers and Shakers' list as well as listed on the 'TSX Venture Exchange Top 50' list. As well, QHR Technologies was recently named as a finalist in B.C.'s 'Technology Impact Awards (TIA's)' in the category of 'Emerging Company of the Year' for its outstanding performance as a technology enterprise. The TIA's recognize British Columbia's most innovative and dynamic technology companies. QHR Technologies Inc. has focused on the business development of promising Canadian technologies to meet the needs of emerging or under-developed markets. This strategy has generated profitable revenues, while earnings have allowed QHR to prosper and grow on behalf of shareholders. Capitalizing on its management expertise, QHR continues to source new markets and technologies through mergers or acquisition. For further information on QHR Technologies, please visit our website at: [www.QHRTechnologies.com](http://www.QHRTechnologies.com).