

## Account Executive

Join our fast-growing sales team and make your mark in our thriving software company.

**Point of Rental Software** services +5,000 customers across 70 countries, with offices in Australia, the US, the United Kingdom and South Africa. Our Account Executives are responsible for B2B software opportunity management and sales. You must be a master of qualifying & discovery as well as delivering compelling product demonstrations.

You have a problem-solving orientation and are tech-savvy, and naturally curious and helpful. You are an authoritative partner who understands businesses and the problems they face.

Reporting to the Regional Sales Manager, APAC you will be a key person in our efforts to win new customers and to grow our customer base.

### Experience and Qualifications

You must be experienced and have demonstrated success in B2B software sales or Account Management. Experience in, or knowledge of, the hire and rental industry is desirable. Knowledge of business management software (accounting, asset and contract management, ERP etc) will be very highly regarded.

### Compensation and development

Salary is based upon experience and background. We provide a work-environment full of supportive, talented people who will help you become the best you can be. This position provides a pathway to grow into sales management and general management for the right candidate.

Great culture and environment in a newly fitted-out office in Melbourne's inner city. Flexible work arrangements. Restrictions permitting, some national travel and some, less frequent, international travel may be required.

**Please submit a cover letter and your CV to apply for this role. Note: your application will not be read if you do not provide a cover letter.**

This is a full-time position. You must have the right to work in Australia to be considered for this role.