



Experience • Technology • Results

## National Account Manager

**Location: Toronto**

### About Stratos

We are industry leading tax recovery specialists and financial consultants who produce significant, measurable results for our clients from tax and expense recovery reviews. Our services help large, complex organizations save significant sums of money. Our clients include many Fortune 1000 companies.

We are successful because we are dedicated to helping our clients recover commodity tax as well as educating them on tax law interpretation and providing advice on how to take advantage of further savings opportunities. We help clients achieve significant tax savings, in many different areas such as: Goods & Service Tax, Provincial Sales Tax, US State and Local Taxes, Payroll, Customs, Realty Tax, Accounts Payable Disbursements, etc.

We have consistently delivered exceptional results that exceed industry standards. We have even been engaged after one or more of our competitors have already completed a tax and expense review – and every time, we have helped our clients uncover significantly more savings. We believe our primary competitive advantage is our people.

### Our Opportunity

The National Account Manager is a key member of the Stratos sales team that oversees the general sales process for securing new clients. This is a key sales role that is a primary driver in attaining new business for the firm. This position will secure new accounts and commodity tax consulting engagements through targeted selling. To this end, this role involves relationship selling as well as a significant commitment to cold calling target companies that have been pre-qualified. Although this is an independent sales role that does not have any formal direct reports, the incumbent is expected to participate as a member of the Stratos sales team and to coach and counsel others to help execute the sales process.

### Specific responsibilities include:

- Managing the sales cycle for existing and target clients including initial contact, follow up presentations and development of sales proposals
- Managing direct sales involvement with clients and prospects
- Developing and implementing strategies and tactical plans to achieve sales targets
- Maintaining ownership of key client relationships, supporting existing relationships and developing an additional network of contacts with key client organizations to ensure long term effective relationships
- Growing and maintaining a profile with key finance contacts within a list of 200 to 300 accounts

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## Your Profile

An accomplished sales or finance professional who have proven experience in selling services to the "C-suite" at Fortune 1000 companies. You have a flare for making what others might consider challenging sales opportunities look easy. Specifically, you possess the following attributes:

- 5+ years experience in client development and sales, including negotiating and closing sales opportunities
- A proven ability to sell professional consulting services to senior level positions
- A proactive and energetic self-starter who can plan and execute a sales strategy and work the full sales funnel from lead to close
- A strong commitment to client service and exceptional relationship management skills
- Proven sales, negotiation and presentations skills
- Strong listening and effective/persuasive communication skills
- A demonstrated ability to manage long sales cycles (i.e., months)
- Independent with an ability to work in a dynamic and unstructured environment
- A proven ability to develop and maintain business relationships beyond initial sale to introduce additional service opportunities
- A financial background and/or an understanding of financial/tax matters
- Computer literate
- Experience selling financial consulting services to senior level finance positions, and Sales Tax and/or Recovery experience are definite assets

## Your Rewards

Joining Stratos means joining the best. We pride ourselves in being leaders in our industry. We offer a dynamic, exciting and fun work environment. You will grow and learn as you help us take innovative approaches to assist our clients. This opportunity provides a comprehensive total compensation package that includes commission, a performance bonus incentive and benefits.

To join the Stratos team, please send your resume outlining your relevant background and experience to:

Attn: Human Resources  
Stratos Solutions Inc.  
8000 Jane Street, Tower B  
Suite 302  
Concord, Ontario L4K 5B8  
E-mail: [careers@stratossolutions.com](mailto:careers@stratossolutions.com)  
Fax: 416-987-6966

We thank all applicants, but only those under consideration will be contacted.

