

Solutions Account Executive – Fleet Technology

Location: Winnipeg (Hybrid Office/Remote with occasional Travel Throughout Canada)

Position Type: Full-Time

Reports To: Manager of Sales and Operations

About Fleet Profit Center

Fleet Profit Center is a leading Canadian provider of fleet technology solutions and a long-standing Geotab Authorized Reseller. Since 2003, we've helped organizations improve safety, productivity, compliance, and operational efficiency through innovative fleet management technology. Our customers include municipalities, government agencies, transportation providers, construction companies, utilities, agricultural operations, and commercial fleets across North America.

We're looking for a motivated, relationship-driven sales professional who enjoys helping customers solve business challenges through technology.

Position Summary

Most sales roles reward volume and velocity along with the ability to close whatever is in front of you. At Fleet Profit Center, we take a different approach. As a **Solutions Account Executive**, you will work with a comprehensive portfolio of fleet technology solutions. This includes Geotab telematics, compliance and maintenance platforms, routing software, AI-powered technologies, and custom-developed applications.

This is a consultative sales role where success comes from understanding each customer's operation, identifying opportunities for improvement, and recommending technology solutions that deliver measurable business value. If you're an experienced B2B sales professional who wants to earn strong commissions by delivering genuine value rather than pushing transactions, this role offers the opportunity to build lasting client relationships while working with technology that actually improves how fleets operate.

Working closely with the Manager of Sales and Operations, you will manage opportunities from initial prospecting through implementation while ensuring an exceptional customer experience.

What You'll Do

- Prospect and develop new business opportunities across Canada.
- Build and maintain long-term relationships with new and existing customers.
- Conduct discovery meetings to understand customer goals and operational challenges.
- Deliver engaging product demonstrations both virtually and in person.
- Prepare professional quotations, proposals, and solution recommendations.

- Promote Fleet Profit Center's portfolio of telematics, AI camera, routing, maintenance, compliance, and fleet software solutions.
- Collaborate with Marketing on lead generation campaigns, webinars, and industry events.
- Coordinate customer pilots, onboarding activities, and implementation with internal teams.
- Identify opportunities to expand existing customer accounts.
- Assist with Requests for Proposals (RFPs), Requests for Quotations (RFQs), and government procurement opportunities.
- Maintain accurate CRM records, sales forecasts, and pipeline activity.
- Stay current on industry trends, competitive products, and emerging technologies.
- Consistently achieve individual sales goals while delivering exceptional customer service.

Solutions You'll Represent

Fleet Profit Center's portfolio includes Geotab fleet management, GPS tracking, AI dash cameras, ELD compliance solutions, fleet maintenance platforms, routing software, asset tracking, analytics, and custom-developed fleet technology applications.

What We're Looking For

- 3–5 years of successful B2B sales or account management experience.
- Experience selling SaaS, software, telematics, fleet technology, or other business technology solutions.
- Strong relationship-building and consultative selling skills.
- Excellent communication, presentation, and negotiation abilities.
- Experience conducting customer presentations and product demonstrations.
- Strong organizational skills with the ability to manage multiple opportunities.
- Self-motivated and comfortable working independently in a remote environment.
- Experience using CRM software to manage opportunities and customer relationships.
- Valid driver's licence and willingness to travel throughout Canada.

Preferred Experience

Experience in one or more of the following is considered an asset:

- Fleet management and transportation technology
- Geotab, GPS tracking, or AI camera solutions
- Municipal, school transportation, construction, utility, field services, HVAC, plumbing or agricultural operations
- Government procurement processes, RFPs, and public-sector sales

Success in This Role

In your first year, you will:

- Build a healthy pipeline of qualified opportunities.
- Develop strong relationships with customers and prospects.
- Successfully deliver product demonstrations and proposals.
- Generate new recurring monthly revenue.
- Grow existing customer accounts.
- Achieve established sales and activity objectives.
- Become knowledgeable across Fleet Profit Center's complete technology portfolio.

Compensation & Benefits

We offer a competitive compensation package that includes:

- Base Salary (\$ 50,000 per year)
- High-Earning Commission Opportunity
- Company-paid travel expenses
- Comprehensive health and dental benefits
- Remote work flexibility
- Ongoing product, sales, and professional development training

Additional Requirements

- Strong professional references.
- Ability to successfully complete background and security checks when required.
- Ability to travel locally for prospect and client meetings when required.
- Occasional evening, weekend, and multi-day travel for conferences, customer meetings, and industry events in Manitoba, across Canada, and the USA.

Why Join Fleet Profit Center?

For more than 20 years, Fleet Profit Center has helped organizations leverage technology to improve fleet safety, efficiency, and operational performance. You'll work with industry-leading technology, a collaborative team, and customers who value trusted advice and long-term partnerships.

If you're passionate about technology, enjoy solving customer challenges, and want to help organizations modernize their fleet operations, we'd love to hear from you.

Please submit your resume along with a brief cover letter that addresses the following:

- Why you are drawn to a career in fleet technology sales

- What you find appealing about selling a full portfolio that includes established telematics solutions and custom-developed software applications
- Any relevant experience you have with consultative selling, complex technology solutions, or government/RFP processes

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