



## **Business Development Representative**

### **Minimum Requirements**

- Concrete experience of sales and business development experience in selling digital SaaS based solutions to governments and large enterprises.
- Strong verbal and written communication skills in English. French is an asset.
- Proven track record understanding and negotiating public procurement procedures.
- Must be comfortable dealing with senior executives in the private and public sectors.
- Experience in previous partnership management.
- Post-secondary education in a technology program. Software Engineering, Computer/ System Engineering or Computer Science Degree is preferred.

### **Preferred**

- Ability to learn about new tech (particularly Artificial Intelligence) and pay attention to not just the industry, but general tech trends.
- High level understanding of Information Technology is an asset.
- Excellent interpersonal skills, ambitious, pioneer in nature, energetic and result oriented.
- Able to build trust with others and demonstrate a high level of professionalism and integrity.

### **Description**

Currently, we are looking for a dedicated and ambitious Business Development Representative with proven experience in the private or public sector whose prime desire is to take part in our accelerated growth and expansion. We seek an individual who is self-driven that would work towards developing go-to market strategies and proactively identify new business opportunities. This role specifically focuses on selling the company's technologies and services to governments and helping our company acquire new customers. In this role, you will be responsible for the full business development sales cycle from prospecting to qualifying, negotiating to closing. The goal is to drive new revenues for the company.

### **Key Responsibilities**

- Identify, evaluate and develop relationships with new customers and channel partners.
- Solicit and engage companies for acquisition by emails, cold calls, industry events and target governments and partners to generate leads.
- Support the team with executional activities designed to deliver growth in revenue through increasing the number and types of partner relationships and potential customers.
- Build strong relationships with potential customers by gaining trust at different levels, qualifying the key decision makers and influencers and proposing the right solutions.
- Develop proposals and reports that illustrate the benefits from use of VDI's products and/or services.



- Work with the implementation team to ensure that projects and timelines are being met and communicating both internally and externally with all key stakeholders to ensure accountability and to provide direction.
- Educate clients about the company's products and services.
- Attend trade shows virtually.

#### **Benefits**

- Health and Dental benefits