

Business Development Representative

About the company:

Visual Defence Inc. is a software development and integration company in the security and defense sectors. Our innovative technologies are deployed in a range of vertical markets including government, airport, mass public transportation and commercial applications which require public safety and security solutions. Additionally, we have recently expanded into the areas of artificial intelligence and machine learning.

Visual Defence is an exciting company. We empower our people and always provide them with the support and knowledge that they require in order to excel. We are looking for a Business Development Representative to grow our product as well as create brand awareness overseas. The position will seek to manage target and customers in key markets and create profitable growth with set deadlines and strategic goals.

Key responsibilities include:

- Establish awareness and establish product overseas in Europe.
- Manage sales and service opportunities from cold/warm prospects.
- Establish and implement services annual sales action plan.
- Drive direct sales and establish oversight of project management and execution activities in new markets.
- Develop influencer relationships with directed customers/business partners/vendors.
- Coordinate sales activity and project management, while managing CRM.
- Create sales plan for each market and follow with execution
- Develop relationships with 3rd party vendors
- Provide timely updates on sales/competitors/vendors etc.
- Schedule demos and guide customers from start to finish
- Participate in meetings to gain valuable feedback about the product
- Traveling overseas to meet with customers/vendors etc. (25%-50% required)

Qualifications and skills:

- 5-10+ years' experience with a proven track record in sales/marketing/business development overseas.
- University degree in business or marketing
- B2B or business to government is a major asset

- Working history with proven track record (generating leads, contacts, relationships)
- Track record with campaigns and developing leads (specifically in new markets with heavy emphasis on business development)
- Experience identifying market demographics, cold calling, and closing deals.
- Excellent writing and verbal communication.
- Being multilingual is a major asset
- Strong interpersonal skills
- Ability to work within the organization with progressive and evolving goals
- Ability to be self-directed and use critical thinking
- High proficiency with computer skills (internal systems, Office, CRM, salesforce, etc.)

Incentives:

- Commissions + Bonus Pay

Benefits:

- Health and Dental Benefits