



## Sales Representative

### About Visual Defence

Visual Defence Inc. is a software development and integration company in the transportation sector. Our innovative technologies are deployed in a range of vertical markets including government, airport, mass public transportation and commercial applications which require innovative software solutions. For more information about us visit our website.

### Position

We know that a company's success starts with its employees. We also know that an individual's success starts with the right career opportunity. If you have marketing and technical sales background, if you enjoy fast paced, multi-tasking environment, then we have an exciting opportunity with future growth potential at our Richmond Hill headquarters.

In this role you will manage the full sales cycle including cold calling, prospecting, pitching, and closing sales in order to support the company's mission to be the leading provider of road maintenance and pothole detection systems worldwide. You will gain priceless, unique experience and knowledge about Visual Defence's products with focus on Artificial Intelligence.

### Key responsibilities include:

- Learn & understand the commercial and technology behind our AI platform.
- Solicit potential clients including cold calling to generate new business.
- Collaborate with the company's CTO to determine necessary strategic technical solutions and sales approaches.
- Educate clients about the company's products and services.
- Assess requirements and resources and recommend the appropriate goods or services.
- Maintenance and expansion of the daily prospect's database.
- Develop reports and proposals as part of sales presentation to illustrate benefits from use of goods or services.
- Administer duties related to each optional sale to ensure accurate reporting.
- Provide input into product design where product or services must be tailored to suit clients' needs.
- Estimate costs of installing and maintaining equipment or service.
- Prepare and administer sales contracts.
- Develop projections and forecasts based on reports showing expected sales and the potential effects of new strategies.
- Conduct research and analysis as needed on current and potential industries and clients related to the areas of natural resources, inclusive of some or all of the following areas: Energy, Forests, Minerals / Metals, Earth Sciences, Green Manufacturing, Carbon & Climate Mitigation, Energy Efficiency & Green Buildings, Resource Conservation, and Environmental Protection.

### Qualifications and skills:

- Comfortable making a high volume of cold callings per day.
- Excellent communication skills (both verbal and written). Must be fluent in English.



- Minimum 2+ years sales experience in a technology field is required.
- Experience in machine learning and artificial intelligence (AI) products and services.
- Tech-savvy – Ability to learn about new tech (particularly AI) and pay attention to not just the industry, but general tech trends.
- Knowledge in Python, Java script, SQL is an asset.
- Post-secondary Diploma in technology program required.  
Software Engineering, Computer/ System Engineering or Computer Science Degree is preferred.
- Strong customer-facing presentation/listening skills.
- Highly motivated, energetic and result oriented.
- Professional and friendly telephone manner.
- Able to build trust with others and demonstrate a high level of professionalism and integrity.
- Training for a position will be provided by the employer.

#### **Benefits**

- Health and Dental benefits

#### **Job Type: Full-time**

- Salary + Commission pay + Bonus