Business Analyst (Entry Level, Onsite Richmond Hill L4B1L5)

About Visual Defence

Visual Defence is a leading provider of software solutions for the transportation and infrastructure sectors. The company, established in 2000, provides solutions which leverage cameras to generate intelligence using fixed cameras and in-vehicle cameras. The company is a leading artificial intelligence software provider and is well known for its technology, CityROVER, which automates detection of incidents in the municipal and transportation sectors. The company is rapidly growing with extensive services provided world-wide.

Our accomplishments would not be possible without our biggest asset – our people. We always look for exceptional individuals to join our growing team and help us make and deliver products that make a positive impact on people's lives.

For more information about us and our products and services, you may view our corporate website: http://visualdefence.com

Position

In this role as Business Analyst you will be compiling, interpreting, and reporting information on a variety of data types. You will support all sales activities including developing relationships with new and existing customers alongside contractors, and consultants/engineers.

You will lead sales calls with the support of our technical Subject Matter Experts.

If you have previous sales, marketing and research experience selling technology this job is for you.

Key Responsibilities Include

- Maintenance and expansion of the daily prospect's database.
- Conduct research and analysis as needed on current and potential industries and clients related to the areas of Cleantech, such as Sustainable Smart Cities, Energy, Forests, Minerals / Metals, Earth Sciences, Green Manufacturing, Carbon & Climate Mitigation, Energy, Efficiency & Green Buildings, Resource Conservation, Environmental Protection, or other as requested.
- Learn & understand the commercial and technology behind our AI platform.
- Collaborate with the company's management to determine necessary strategic technical solutions, research objectives and go-to-market approaches.
- Develop reports and proposals as requested.
- Develop projections and forecasts based on reports showing expected sales and the potential effects of new strategies.
- Administrative duties related to reports and prospects to ensure accurate reporting.
- Educate clients and potential partners about the company's products and services.

- Assess requirements and resources and recommend the appropriate goods or services.

Qualifications and Skills

- Excellent communication skills (both verbal and written). Must be fluent in English.
- A minimum of 2+ years sales experience in a technology field is an asset.
- Experience in machine learning and artificial intelligence (AI) products and services is an asset.
- Tech and business savvy with strong analytics skills.
- 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 employer.

Please check your eligibility to participate in the Science Horizons program:

https://cleanfoundation.ca/workforce-development/science-horizons-interns/