

## Director of Sales/Managing Director, Australasia

### **The Opportunity:**

Remsoft, a leader in optimization and operations management solutions for Forestry, is looking for a seasoned revenue leader to be part of our ongoing growth and expansion in Australasia.

You are a high impact solution professional who thinks strategically and operates tactically. In partnership with an existing strong resource in the region, you will focus on expanding our Australasia revenue line through deeper penetration of the existing client base, developing new clients, and expanding in new areas.

For the right candidate, you will also have responsibility for managing the region as a business entity within Remsoft.

This role requires past success in developing and executing a clear business plan and budget, with a focus on revenue acceleration, partner development and solution growth.

You have worked in some combination of forestry industry, optimization solutions, supply chain/logistics.

### **Background and Responsibilities:**

- Proven ability to manage against a top line revenue target; and ideally have managed a full top & bottom line business entity
- Experience in developing a region strategy, and executing at an account level with a wide array of client stakeholders – from technical to senior management
- Demonstrated ability to conceptualize and sell complex enterprise solutions that combine commercial software and consulting services
- Work hands-on in accounts in partnership with our current personnel in the region, and with a remote Canadian-based consulting delivery team
- You have a demonstrated track record of maturing an existing client base through focused account strategy development that increases value and uncovers new opportunities
- Experience in project management delivery will be an asset
- Your written communication is top notch and you are a confident presenter and facilitator

### **Qualifications:**

Language: English.

- 10+ years of demonstrated success in the areas outlined above
- Strong oral, written and presentation skills
- You live in Australia or New Zealand, preferably near a major centre; and can travel up to 30%

Competitive compensation package.

If you are interested in this position, please forward your CV and a cover letter detailing how your skills and experience meet the position attributes and role requirements to: [careers@remsoft.com](mailto:careers@remsoft.com)