

Remsoft Inc.

Director of Sales, North America

Job title: Director of Sales, North America

Work Location: Fredericton – Can Work Remote

Division/Department: Remsoft Inc.

■ Full-time Position

Job Description:

Remsoft, an intelligence software leader, is looking for a seasoned, high integrity Solution Sales professional to be part of our ongoing growth and expansion.

You are a seasoned and high impact sales professional who thinks strategically and operates tactically. Ideally, you have a background related to decision support, optimization or planning/scheduling of real assets or supply chains. Your focus will be on expanding our North American revenue line through deeper penetration of the existing client base, while developing new clients.

This role requires past success in developing territory and account plans and managing those across a select group of clients in the United States and Canada.

Responsibilities:

Maturity and experience in leading account strategy, client facing engagement and account activities with a wide array of client stakeholders - from technical to senior management.

- Demonstrated ability to conceptualize and sell complex solutions that marry commercial software and consulting services
- Demonstrated ability in territory and account strategy development
- Expectation to work hands-on in accounts along with a small team of pre-sales and consulting delivery experts - while bringing strategic level thinking to bear
- You have a demonstrated track record of maturing an existing client base through focused account strategy development that increases value and uncovers new opportunities
- You also have demonstrated ability to develop new business from early concept phase through to close
- You are experienced in managing and closing multiple opportunities and varied transactions on an ongoing basis, through a structured sales methodology and Salesforce CRM
- Your written communication is top notch and you are a confident presenter and facilitator
- You understand and/or have worked in supply chain, asset management, optimization

Desired Qualifications:

- Language: English. French an asset.
- 10+ years of demonstrated success in the areas outlined above
- Strong oral, written and presentation skills
- Enterprise level solution sales background
- Ability to travel within North America

Assets:

- Strong preference for candidates with background in optimization or advanced analytics; supply chain/logistics; natural resources, forestry, utilities or civil infrastructure
- You live in North America, preferably near a major centre; and can travel up to 30% with no paperwork issues internationally
- French language is an asset

To express interest in this opportunity please send an email with your resume to careers@remsoft.com.