



Electronic invoicing is only the beginning.

ProcureDox Business Solutions Inc.

Job Title:	Business Development Executive	Job Category:	Sales, Marketing & Business Development
Department/Group:	Sales & Marketing	Job Code/ Req#:	#062021-1
Location:	Calgary	Travel Required:	Yes
Compensation:	\$50-\$60K base, plus a generous commission	Position Type:	Full-time Contractor
HR Contact:	Kitty Wu	Date Posted:	May 17, 2021
Will Train Applicant(s):	Yes	Posting Expires:	TBD
External Posting URL:	Indeed		
Internal Posting URL:	https://www.procuredox.com/careers/		
Applications Accepted By:			
FAX OR EMAIL: careers@procuredox.com Subject Line: Job Posting - #062021-1		MAIL: ProcureDox Business Solutions Inc. #1, 2915-19 ST NE, Calgary AB, T2E 7A2	
Job Description			
<p>ProcureDox, a Calgary, Alberta based technology company that automates field, billing, and collections processes via integration and workflow, is looking for seasoned Business Development Executives to assist with building robust sales pipeline, market the company's SAAS solutions and meet sales objectives.</p> <p>ABOUT PROCUREDUX BUSINESS SOLUTIONS</p> <p>Since 2001, ProcureDox has been servicing the North American market with Cloud/SaaS based applications and data exchange services. With the rapid growth of the digital economy between Buyers and Suppliers, companies are continually looking for faster and cheaper ways to streamline field approvals, invoice submissions and collections process. ProcureDox, provides integrated software solutions that help selling organizations go 100% electronic, dramatically reducing processing costs and Days Sales Outstanding with their customers. With ProcureDox, Suppliers experience a one-to-many relationship, with all their customers, enhancing customer collaboration, retention, reporting, and enhanced automation via data exchange. For close to 20 years, we have also provided hosting, application support, networking, and application development services to companies, both large and small, looking to decrease their in-house IT footprint, without sacrificing responsiveness or internal technical capability. We help transform how companies operate.</p> <p>ROLE DESCRIPTION</p> <ul style="list-style-type: none"> • Use SAAS based, customer-centric, consultative selling skills to drive quota, & business development goals. • Build a pipeline by pushing opportunities through all stages of sales cycle while also leveraging internal and external resources. This includes building marketing campaigns, new business prospecting, qualification, proposal creation, and negotiations. • Perform market research, gathering insightful information about target markets & prospective customers. • Develop a wide range of marketing materials to promote & expand brand awareness in our target markets. • Help create, manage, and support sales and marketing campaigns including LinkedIn and GoogleAds • Develop and maintain a 4-to-1 advanced funnel to quota ratio to predictably meet targeted revenue goals. 			

- Network and leverage partnerships to generate business while also performing targeted prospecting of new and existing accounts.
- Retain and grow existing clients by maintaining executive/decision maker relationships and consistently looking for new opportunities within your customer base.
- Manage daily business activities by using internal CRM to track prospects and opportunities.

QUALIFICATIONS

- A minimum of 3-5 years of IT related sales experience, ideally in roles with Procure to Pay, data exchange, Software as Service / SaaS, hosting, networking, or custom development experience.
- This is a quota carrying, new business role. You must be able to demonstrate how you have regularly achieved your B2B sales quotas in previous roles.
- You should be able to demonstrate your success in positioning previous Cloud or SAAS based technologies with new clients. Equally, how you attained success in positioning and closing business for technology solutions with SME to both small, and large sized companies.
- You will have a very sharp focus on finding new clients. You must have the energy, self-reliance, and tenacity to sweep and prospect within your market and rapidly build a compelling pipeline.
- You must be an effective relationship builder, able to understand your client's decision-making processes, their stakeholders, and have the conversational and presentation abilities, and poise to co-develop a buying vision with clients in which you are viewed as a trusted advisor.
- You must be able to represent the clients' needs, ensuring that our solutions truly address customer success factors.
- Must be able to negotiate contractual terms with the client.
- Must become proficient in our products, technology and services to provide product demonstrations and targeted needs assessments with prospective customers.

ADDITIONAL NOTES

- You currently reside in Canada, are comfortable and productive in a home office environment and are excited to travel to industry events or customer meetings as required.
- You are organized and adaptable, and quick to adapt, and understand new technology
- Fluent and productive in the use of Microsoft Office software, CRM tools, MS Teams and other business productivity tools.
- This is a contract position