

## Director, Business Developer for Montreal

Emergex SR&ED Consultants ([www.emergex.com/careers](http://www.emergex.com/careers)) is a firm specialized in financing technology companies through claims of Scientific Research and Experimental Development (SR&ED) and E-Business (CDAE) tax credits, the Industrial Research Assistance Program (IRAP) grant and other government aids.

Emergex is seeking a permanent employee at 4 or 5 days per week for our Montreal office to develop our market in the province of Quebec and sign new clients.

### We Offer

- Our employees are exposed to technological advances from the most innovative companies
- Flexible work schedule that respects work / personal life balance
- Amazing offices in a historic building in Old Montreal, 500 m from the subway, with a shower for those who travel by bike
- Emergex is committed to equitable hiring and equal career opportunities

### Functions

- Develop and apply strategic and tactical plans to develop our clientele, especially among SMEs in IT
- Grow sales to meet and exceed sales and gross profit targets
- Nurture business relationships (partners, associations and networks) in the short and long term
- Generate your own leads, from your already established network of contacts in IT
- Qualify prospects generated from your own efforts and from Emergex marketing, answer their questions and objections, and convince them to do business with us
- Negotiate contract terms and conclude to maximize long-term profitability
- Gather, analyze and share competitive and market data from time to time
- Contribute to the development, training and coaching of the sales and marketing team
- Report on prospection, pipeline and sales progress to the CEO
- Participate to the marketing and strategic thinking of the company
- **Potential to migrate to the leadership (sales director) of our sales team across Canada**

### Required Skills

- A strong desire to sell and close deals
- 5 years of relevant experience and demonstrated results in selling professional services
- Credible knowledge of the vocabulary of technology industries, especially IT
- Results-oriented, problem solving and customer service
- Strategic, analytical, business savvy and good judgment
- Excellent interpersonal skills in order to influence and enrich the relationship with our clients
- Excellent communication skills in spoken and written French and English
- Proactive, resourceful, flexible
- Organization, rigor and attention to detail
- Hold and maintain a valid driver's license

Apply by sending your resume in Word format to [hr@emergex.com](mailto:hr@emergex.com) with reference code "BDD906".