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Interfacing Technologies Corporation (ITC) is a dynamic Montreal-based software firm that develops & provides business process, document, knowledge and risk management solutions to enterprise clients. Established in 1982, Interfacing has been within the BPM (Business Process Management) space since the early 90s and has worked with prestigious fortune 500/1000 organizations from diversified industries such as pharmaceutical, banking, utility, finance, industrial, health care, governmental, etc. world wide. ITC also has an established international network of partners' who market and support Interfacing's software and services.

ITC products & services include a suite of specialized solutions for business managers and professional consulting services. As part of the business development team, sales representatives are primarily working directly with ITC's clients to assess requirements and propose solutions. ITC prides itself as being a leader in the BPM space and is searching for individuals who can understand a business' needs and properly articulate the value of ITC's solutions to potential clients and partners (a pre-sale consulting role).

The sales representative must be extremely knowledgeable with our products and technologies and is responsible for formulating appropriate business proposals and closing the deal. Once a client is established, it is the representative's responsibility to maintain the business relationship and expand the client's use of Interfacing's solutions (including: expansion of our tools to different groups and projects or additional consulting services).

The scope of responsibility incorporates product/ service sales, market expansion, and distribution / alliance establishment. Included as well is the overall development and execution of the corporate marketing and sales strategies at an international level.

Daily Tasks:

Sales

- conduct needs assessment with clients
- qualify prospects
- prepare and conduct product demonstrations (via the web & face-to-face)
- construct client solution quotations/proposals
- pre and post sales follow-up with customers to meet sales targets
- complete RFIs/RFPs
- constantly evolve your knowledge of the technology and the surrounding market

Building Alliances

- generating a distribution network
- channel/alliances agreements
- provide support, knowledge and training to actual/eventual Partners
- execute projects with partners (advertising campaigns, etc.)
- provide customer/market feedback to product manager and technical support

Qualifications:

- languages and Communication:
 - **French & Spanish.** ITC's client base is international (worldwide) and English is the predominant language; however, ITC is looking for a candidate with strong Spanish and French written & oral communication skills to grow the Latin American and French speaking markets.
 - Additional spoken/ written languages (English, Portuguese, Arabic, Chinese, etc.) is a major asset.
- familiarity with Management Information Systems (BPM, BI, ERP, GRC, SOA, etc.)
- knowledge of management best practice methodologies and frameworks (eg. Six Sigma, ITIL, eTOM, COSO, COBIT, SCOR, APQC, etc.) is an asset

Interpersonal skills:

- dynamic, personable, action and results oriented
- self-motivated learner and self starter
- high Integrity and professionalism
- team player, listener and proactive by nature
- leadership and motivational capabilities

If you meet the above qualifications and interested in professional growth and in joining an innovative and growing Canadian Software and Services company (with worldwide partners & clients), you should consider Interfacing Technologies Corporation for your next career move! Please send resumes to: jobs@interfacing.com