

**Interfacing Technologies Corporation (ITC)** is a dynamic Montreal-based software & services company with over 15 years of experience in process modeling, simulation, knowledge and performance management software. ITC 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 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
- Develop effective sales methods and techniques for different market niches
- Prepare and conduct product demonstrations (via the web & face-to-face)
- Construct client software and service quotations/proposals
- Pre and post sales follow-up with customers to meet sales targets
- Provide input to the marketing department so that they have the knowledge necessary to build effective sales collateral (presentations, brochures, case studies, press releases, news briefs, etc.)
- Helping with sales collateral translations (French, Spanish, Czech, etc.)
- Communicate the marketing message to clients (product's & service's image)

#### 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
- Competitive research/study
- Pass knowledge / train partners

### Qualifications

- Languages and Communication:
  - Preferable bilingual English and French. ITC's client base is international (worldwide) and its' largest market is the US causing English to be the predominant language; however, ITC is looking for a candidate with strong French written & oral communication skills to build the local Quebec market as well.
  - Additional spoken/ written languages (Spanish, Portuguese, Arabic, Chinese, etc.) is a large asset.
- Computer literate: command of PC environment, MS Office, documents publishing and spreadsheets, Internet, (knowledge of graphics an asset)
- Familiarity with Business Process Management and related Management Information Systems are large assets.

### 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](mailto:jobs@interfacing.com)