

# Business Development & Strategic Sales Lead

## Kofax Products and Consulting Services

Employment Type	Location	Compensation	Travel	Requirements
4 months contract <i>with the potential of full-time employment dependent on future need and performance</i>	Downtown Toronto	Base Salary + Commission	< 20 %	English speaking; Authorization to work in Canada

### Your Responsibilities

This position has both **strategic** and **operational** components. Your daily tasks:

- Grow CDIT's Kofax consulting and implementation business in a sustainable way.
- Conceptualize, implement and iteratively refine repeatable sales processes.
- Develop targeted strategies, tactics and sales messages in order to drive opportunities.
- Find new customers and upsell existing customers; keep records of sales/revenue/invoices/...
- Promote CDIT's products and services addressing and predicting clients' objectives.
- Be a forward thinker and eager to contribute to changes at CDIT.
- Be the expert for all questions around sales and business development at CDIT.
- Potentially lead internal marketing campaigns and initiatives to improve our online presence.
- Work closely with the company leadership and project management lead.
- Potentially grow your own sales team in the medium to long-term future.

### Your Profile

- You excel at hunting for new business opportunities to fuel the sales pipeline.
- You enjoy conducting high-level product conversations with senior executives. At the same time, you are focused on selling solutions, not products.
- You approach cold calling in a strategic way and are tenacious when called for.

### CDIT Application Process



#### To be successful at this stage:

- Your resume clearly addresses the responsibilities and requirements. Put yourself in our shoes and tell us about your quantifiable successes wherever possible.
- Your cover letter/video shows that you are able to communicate in a professional manner while being highly structured and goal-oriented.
- The overall image we get from you convinces us - after all that's what a good salesperson should be able to do.

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- You understand business processes and are able to ask the right questions while at the same time building rapport with key people.
- You can apply best practices in sales and business development to new environments.
- You have a deep understanding of how to quickly develop relationships with prospects.
- You are able to qualify the wants and needs of customers; selling our services and finding ideas for new ones.
- You are comfortable in versatile roles and love wearing multiple hats at once.
- You are not afraid to speak up in team meetings and able to communicate your ideas.
- Ideally, 4-7 years of ever-increasing responsibility in B2B Sales Operations and/or B2B Sales Strategy within a software consulting, software implementation or SaaS company.
- **Bonus points** if
  - ... you have prior experience with Kofax products or other BPM and RPA solutions.
  - ... you have knowledge about CDIT's target market.
  - ... you have experience working in a small-sized consulting company.
- You lean into challenges and feel motivated by the highly energetic environment that comes with the consulting business. **CDIT is intensely driven by customer needs.**
- Being a small-sized consulting company, we have a uniquely fast-paced environment at CDIT. **Reflect whether this is the environment that you see yourself thriving in. Time management skills are essential at CDIT.**

## About CDIT

- **Who are we?**  
We are a small professional services team based right in the center of Downtown Toronto. CDIT has been delivering expertise and excellence around **Kofax products** for 25 years. Our enterprise customer base consists mainly of financial services companies and government/regulatory organizations across Canada. We are a big fan of multidisciplinary roles and as such our project team members wear the following hats: Account Manager, Business Analyst/Project Manager, Implementation Specialist, Developer, QA Tester.

Currently, we are looking for a **dedicated Sales and Business Development leader** to expand our team and strategically lead the growth of our customer base. The clear goal is to increase our sales of Kofax consulting and implementation services.

- **What do we do?**

Our customers love our expertise around Kofax products (<https://www.kofax.com/>). Kofax is a long-standing industry leader in the enterprise software market around process automation. Our consulting activities are centered around Kofax solutions for Document Imaging Workflows, Business Process Management and Robotic Process Automation (RPA); namely Kofax KTA, Kofax Kapow RPA, Kofax Capture and Kofax Transformation Modules. For this newly created position at CDIT, we are looking for an individual setting out to consistently generate leads and opportunities for our Kofax KTA and Kofax Kapow services. If you read until here, use "CDIT's HERO" in the subject line of your cover letter or video. It signals to us that you are truly interested.

- **What do we value?**

- + A strong work ethic and commitment to goals.
- + A passion to give a 100% for customers resulting in a consistently great CX.
- + Analytical yet creative minds and fresh ideas.

## Benefits

- Young and dynamic team as well as experienced leaders.
- Personal coaching and feedback on your progress by senior leadership and peers.
- Small company giving you the ability to experiment. We are very open to new and better ways of doing things.
- Opportunity to drive automation initiatives for many of our large Canadian customers.
- Learning and development opportunities (including certifications, especially Kofax related)
- Located in the heart of Toronto (St. Patrick Station)
- Very modern toolchain: Slack, Zoom Meeting, Jira & Confluence (coming), Google Docs/Sheets, Airtable
- Personal Trainer/Gym in the building (with discount for CDIT employees)
- Starbucks coming to the building soon



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