

DIRECTOR OF SALES

Reporting directly to one of the Partners at Beyond Technologies, as the Director of Sales, you will be the leader of the business development activities and contribute to the execution of relationship management, go-to market strategies, and opportunity management from lead identification to securing new clients for Beyond Technologies.

You will work as part of a sales team to achieve and exceed a specific sales target for Install-based accounts by providing SAP Solutions and Beyond's Professional Services to SMB and Large enterprise clients.

The ideal candidate will be an experienced Business Development leader who has strong business acumen skills, a sense of urgency and exceptional integrity.

Your tasks :

- Participate in strategic meetings to create the organization's overall vision, mission, values, beliefs, and strategic goals;
- Accountable for the overall profitability of the division (ownership and management of the Professional services gross margin);
- Create and execute a strategic plan to deliver on-going organic revenue growth;
- Maintain a 12-month rolling forecasting of the team's pipeline and perform perilous reviews of available opportunities;
- Provide detailed, quarterly briefings about the business's results and plans;
- Explore strategic partnerships and new sales channels with our Partner SAP;
- Provide product feedback, marketing and competitive intelligence and share sales strategies and techniques with the Sales and Marketing teams;
- Identify new business opportunities and dispatch them fairly to the team and communicate their quarterly and annual objectives;
- Respond to proposals by developing win/win strategies and by providing a compelling value proposition;
- Review and execute client contracts and Statements of Work;
- Update and leverage the CRM – SAP Cloud for Customer – for data tracking, sales forecasting, budgeting, and sales campaigns;
- Work closely with the team to leverage internal tools and optimise internal processes to positively affect the team's productivity

You have :

- Holds a bachelor's degree in Business Administration or other;
- Experience selling ERP solutions for a minimum of 15 years: SAP
- Proven record selling multi-million-dollar professional services and projects to SMBs and large organizations;
- Experience in managing a team of professionals;
- Ability to identify client opportunities that fit with our service offering;
- Ability to translate client's needs into compelling business proposals;
- Highly disciplined regarding Client follow-ups;
- Demonstrated ability to develop and implement strategies;
- Fluency in both English and French is essential

You are :

- A high energy individual with an entrepreneurial mind set, who can influence in a diplomatic manner;
- Able to address objections with confidence and determination;
- Strategic and tactical with excellent planning and execution skills;
- Independent;
- Team player;
- A mentor;
- Outstanding oral, written and interpersonal skills;
- Relentless passion of the customer's success;
- Persistent, compliant and results driven

Chez Beyond, nous voulons que nos employés soient heureux, tant au travail qu'à l'extérieur. Tout ce que nous entreprenons, et tout ce que nous offrons à nos employés sont basés sur notre philosophie : nous croyons que d'investir dans nos ressources est bénéfique pour tous.