



BUSINESS DEVELOPMENT EXECUTIVE

Working at CiM Maintenance

CiM Maintenance leads asset intensive enterprises around the world to achieve Maintenance excellence 4.0. We help them maximizing asset performance and production output through innovative digital solutions.

At CiM, you'll be part of a team that takes pride in the exceptional results achieved by our clients with our products and services. We continually strive to remain one of the most exciting companies to work for.

The principal responsibility of the position is developing current and new market in asset intensive industrial sectors worldwide: energy, manufacturing, mining, oil and gas, transportation, etc., in order to meet and exceed sales target of our product, the Visual Planner Digital Platform for SAP and Maximo EAM.

Join our team!

We are looking for a motivated sales professional for an exciting job opportunity to develop Fortune 500 clientele worldwide for our software, the Visual Planner Digital Platform for SAP PM and Maximo, in a variety of industrial sectors: energy, manufacturing, mining, oil and gas, transportation

Visual Planner is a maintenance 4.0 digital tool that allows asset intensive companies to transition from reactive to planned maintenance, maximizing production output while minimizing operations costs.

You will:

- Develop new business opportunities and relationships with prospect's key decision makers
- Build and maintain a quality network of reselling partners worldwide
- Generate new revenue through up-selling of products and services to existing clients.
- Generate leads through tradeshow and social media.
- Perform targeted phone-based outreach and follow-up.
- Create and deliver sales presentations to key decision-makers in targeted accounts.
- Maintain a pipeline forecast to achieve sales target.
- Lead the response to prospect's RFP/RFI
- Execute successful client contract negotiations and renewals.
- Develop and maintain a thorough knowledge of the industry, our products and services, and the competitive landscape.
- Provide product feedback, marketing and competitive intelligence and share sales strategies and techniques with sales and marketing teams.

- Contribute with senior management to the creation of a strategic business development plan and execute to generate continued organic revenue growth.

You have:

- Demonstrated ability to identify and engage conversation with prospect's key decision makers.
- Excellent networking ability, natural communication style and presentation skills.
- Strong sales skills (prospecting, qualifying, campaign management);
- Proven business development skills and account management.
- Proven ability to achieve sales targets.
- Ability to translate client needs into compelling business proposals
- Ability to work in a team-oriented environment and interact effectively with others
- Desire to work in a dynamic, stimulating and entrepreneurial environment.
- Minimum of 5 years' experience in selling, preferably asset management and software solutions
- Undergone professional sales and negotiating training.
- Desire to travel around the world in a variety of social and industrial contexts.

You are:

- Undeniably results-oriented
- Convincing and creative
- Self-motivated, confident, determined, energetic and hardworking.
- Fluent in English or French(bilingual). Spanish or other languages is an asset. Exceptional verbal and written communication skills in English and French (**This is a requirement since in this role you will be dealing with customers, partners and/or our international subsidiaries requiring communication in English on a recurring basis both verbally and in writing*)

Benefits of Working at CiM

- You'll be part of a dynamic team where your contributions will be valued.
- We work with the most proactive asset intensive companies around the world.
- We leverage everyone's potential to maximize our clients' results.
- We continuously develop skills and team cohesion.
- Transparent and accessible management team.
- We offer a comprehensive benefits package, as well as a flexible and relaxed work environment.
- Competitive salary based on skills.

At CiM, we want our employees to be happy and healthy both on and off the job. Everything we do and offer to our employees is based on our philosophy that investing in our people is good for all of us!

CiM is dedicated and committed to promoting a diversified and inclusive work environment for everyone. We are an equal opportunity employer and we believe in fostering an environment where everyone regardless of gender, race, ethnicity, sexual orientation, disability, age, or all other identities feels respected, protected and celebrated

Please submit your resume and covering letter to Patrick Bitoumbou at pbitoumbou@beyondtechnologies.ca
Don't miss out on this great opportunity!