

Business Development Specialist

Application Deadline: February 28, 2017

Location: Mississauga, Ontario, Canada

Job Description:

Stratejm is looking for an exceptional business development specialist to join our growing team of dedicated professionals. We're an experienced and highly motivated team of security professionals working in a fast paced and continuously evolving industry.

This is a unique opportunity to join a new, multidisciplinary team of creative and passionate individuals destined to change the face of cyber security. We are focused on the company's agenda, and work on high-impact projects utilizing big data analytics and machine learning to enhance visibility into our customer environments.

What You'll Be Doing:

You will evangelize Stratejm's unique value proposition and be responsible for meeting and exceeding pre-defined sales targets. Your daily responsibilities will include:

- Prospecting for new customers utilizing your existing network, social media and networking events.
- Identifying new and exciting opportunities where Stratejm can bring value.
- Selling Stratejm's value proposition to C-Level executives.
- Building account plans that align with customer needs, timelines and objectives.
- Updating Stratejm's CRM and executive team on ongoing activities, sales cycle and next steps.

Who We're Looking For:

You have a proven track of prior successful experience in selling IT and security solutions to both the public and private sector. You are a consummate professional with an entrepreneurial spirit who has a passion for helping customers solve real business problems. You're a self-starter who doesn't need or appreciate being micromanaged. You take a big picture approach to your business and are always focused on your customers needs.

You desire a fast paced, collaborative and sales-driven environment. You're a quick learner and aren't afraid to put yourself out there. You don't profess to know everything and are open to constructive feedback. You want to be part of a winning team and understand the importance of team work. data, scale and agility. You're driven to achieve your goals and aspirations and seek an employer who can offer such a foundation.

How to Apply:

Interested candidates are asked to submit a copy of their CV in .PDF format to careers@stratejm.com