

**Business Development Specialist****Application Deadline:** June 30<sup>th</sup>, 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.

**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](mailto:careers@stratejm.com)