



Job Posting

Seccuris is a Canadian-owned information assurance company that provides clients with an array of managed information systems audit, consulting, and product solutions. Seccuris allows clients to focus on their core business effectively by providing professional solutions that ensure their information is secure.

A challenging opportunity is currently available at Seccuris, within the Sales & Marketing division:

Business Development Manager

Summary:

Reporting to the Director, Sales & Marketing, the Business Development Manager will be responsible for establishing new client relationships to facilitate the development of strategic relationships to foster above market growth in revenue and margins. The focus of the position will be to work with clients to meet their Information Assurance needs primarily through professional services while identifying areas of opportunity for hardware and software solutions. Compensation for this position will include a base salary and sales incentive targets.

Key Responsibilities

- Management of the sales cycle from lead generation through close for strategic opportunities
- Development of account management strategies for key named accounts
- Consistent and on-plan revenue delivery through skilled lead identification/qualification and pipeline management for assigned accounts
- Development of new revenue with significant revenue renewal responsibilities for existing business for assigned accounts.
- Professional interaction with senior staff at client companies.
- Management of client relationships to ensure client needs are being met.
- Ability to participate in and prepare requests for proposals.
- Increase Seccuris' brand awareness in the marketplace
- Stay current with advancements in the Information Assurance space to be able to provide up-to-date solutions to our clients.
- As needed, provide delivery oversight for key opportunities

Qualified candidates must possess:

- Undergraduate degree in Business or equivalent combination of education and experience. (MBA an asset)
- A valid driver's license
- 5+ years sales and account management experience
- Strong knowledge of marketing and selling solutions integrating products and services within the IT industry.
- Strong financial and political acumen
- Excellent negotiation and conflict resolution skills including demonstrated ability to successfully deal with conflicts
- Excellent written and presentation skills, including ability to communicate effectively with senior level executives.
- Strong persuasive skills and ability to gain consensus.
- Ability to consult with customers at a business level, translating and communicating strategic opportunities into requirements.
- Ability to facilitate solutions in a complex technology and business environment.
- Experience with large complex sales situations.
- Ability to facilitate solutions in a complex technology and business environment.
- Ability to manage customer expectations throughout a complex sales and delivery process.
- Strong decision making skills.
- Excellent time management and organizational skills, along with the ability to work effectively under pressure.

Additional skills considered an asset:

- Federal Security Clearance
- Leadership skills
- Microsoft, Unix, and Networking knowledge.
- CISSP Certification

Qualified candidates are invited to forward their resume with references and a covering letter to:

Electronically

careers@seccuris.com

Mail

Human Resources

Seccuris Inc.

100 – 321 McDermot Ave

Winnipeg, Manitoba R3A 0A3

Only candidates considered for the role will be contacted.

All candidates will be required to complete security clearance and background checks.

Candidates under consideration may be required to complete a written knowledge examination prior or pursuant to an interview.