



Outbound Sales Representative:

JOB DESCRIPTION:

Spyders Inc. is searching for a Sales Representative who will be responsible and accountable for developing Sales of IT Security and Network products and services.

Reporting to the Vice President of Sales, the Sales Representative will be responsible for the achievement of a set of revenue and gross profit targets through the development and implementation of sales activities that drive demand for Spyders' products and services in the GTA. The Sales representative will receive assigned revenue and gross profit targets in the form of objectives and will establish plans to meet those objectives. He/She will need to deliver business and technical sales strategies and tactics to effect sales.

This position is located in Toronto.

RESPONSIBILITIES INCLUDE:

Development of mutually profitable customer relationships with key accounts which require exceptional sales consulting and communication skills. Is expected to maintain a relationship at the Technical, Manager and Director level in targeted accounts and grow the number of accounts/clients. Understands customer needs and works to translate those needs into Spyders sales.

Assists clients in developing the appropriate strategies and infrastructure to support Spyders products and address needs within specific accounts. Provides sales and product support as needed by effectively leveraging Spyders technical resources.

Development & maintenance of relationships with key technology vendors and consultants. Leverages the relationships between target accounts, contractors, and developers and integrators. Helps to coordinate the effort to effectively supply Spyders products through a variety of delivery mechanisms to targeted customers.

Development of plans with distributors, and key influencers to grow Spyders penetration in existing markets.

Development of plans for cold calling clients, mail campaigns, providing Sales Webinars and

SPYDERS INC.

HEAD OFFICE: 1599 Hurontario Street, Suite 202, Mississauga, ON L5G 4S1
Phone: (905) 271-7333 Fax:(905) 271-7044 E-mail:information@spyders.ca Internet:www.spyders.ca

BRANCH OFFICES:

Ottawa
50 O'Connor Street, Suite 1418
Ottawa, Ontario K1P 6L2
Phone: (613) 695-9333

Orlando, FL USA
37 North Orange Avenue, Suite 500
Orlando, FL 32801
Phone: (407) 926-4152



Spyders

face to face client meetings with the ultimate goal of closing sales deals.

Leverage Spyders sales enablement tools, PR, promotions and campaigns to drive demand.

REQUIREMENTS:

Graduate degree or diploma in IT field of studies, preferably IT Security and Networking
Knowledge of Network and Security market and services
Knowledge of network/security technology offerings from Juniper, Palo Alto, Symantec DLP and others
Ability to Maintain/develop relationships
Demonstrated ability to effectively establish and implement field sales

SKILLS:

Superior management, interpersonal skills
Outstanding written, verbal and presentation skills
Excellent analytical skills
Languages: Must be fluent in English spoken and written, French is an asset
Entrepreneurial, motivated, high energy individual
Proactive, creative self-starter with a strong commitment to quality of execution
Independent, with a strong sense of fun and openness to working within a fast-paced team environment
Flexible attitude, able to work with a broad spectrum of personalities

COMPENSATION:

Base salary plus commission

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