

# Spyders

## Junior to Intermediate Sales and Business Development Representative:

### **JOB DESCRIPTION:**

Spyders is searching for experienced Technical Sales Representatives who will be responsible for developing Sales of IT security products and services for Spyders. Reporting to the Vice President of Sales & Business Development, the Sales Representative will be responsible for the achievement of a set of revenue targets through the development and implementation of sales and field marketing activities that drive demand for Spyders' products and services in the Florida State. The Sales Representatives will receive assigned revenue 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 Florida.

### **RESPONSIBILITIES INCLUDE:**

Sales of Spyders' products and services in an assigned territory. Develops mutually profitable customer relationships with key accounts which require exceptional sales consulting and communication skills. Is expected to maintain a relationship at the CIO level in targeted accounts. 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.

Determines the best vertical segments to target within the state of Florida for market growth/success. Develops sales, strategies & tactics, to develop those markets.

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

Provide input into the marketing group to develop marketing programs for the Florida market e.g. direct mail campaigns, PR, sales tools and promotions.

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### **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



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Work with vendor channel groups to provide input with regards to required channel programs to achieve sales & business development objectives.

## **REQUIREMENTS:**

Proven track record in IT Security & network technology & sales in Florida.

Knowledge required of Network and Security markets, Spyders products & services and other competitive offerings.

Knowledge required of network/security technology offerings from Palo Alto Networks, Juniper networks, Symantec DLP and Spyders RADCat 1000 and managed security services

Ability to Maintain/develop senior level relationships

Security Clearance is a preferable

Identifies, accesses and effectively uses internal and external resources

Demonstrated ability to effectively establish and implement field sales/market development plans for new or underdeveloped brands/products.

## **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
- University Level education or higher
- 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

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