

## THE COMPANY

RBRO Solutions is committed to providing its clients with the best of breed technology solutions and the highest level of end-to-end services, integrated software products, and customized snap-in software solutions. We are partnered with global leaders specializing in ECM solutions, providing adoptable and scalable improvements to increase business efficiency and agility.

RBRO team members are chosen for their integrity and belief in the pursuit of excellence along with a solid commitment to client service.

## THE OPPORTUNITY

In this role, you can expect to:

- Build your career with a vibrant technology company
- Work in Pickering where you can reduce your commuting time and avoid traffic headaches
- Look forward to the benefits of business travel
- Enjoy a competitive salary structure and medical benefits

## THE POSITION

If you join the RBRO Solutions team, you can make great sales opportunities happen. With an in-depth technical knowledge, we collaborate with clients to understand their business objectives and deliver solutions. Choose a career at RBRO Solutions and enjoy a dynamic opportunity in sales where challenging and interesting work is part of daily life.

Daily Activities:

- Identify, initiate, manage and grow new prospect opportunities
- Establish effective relationships with key stakeholders at all levels of an organization
- Achieve sales targets for new business sales and renewals
- Market the full line of RBRO Solutions' suite of products
- Follow-up on leads generated through various marketing actions in a timely manner
- Maintain high levels of knowledge and expertise regarding our clients, their industries, services and information technology
- Handle and forward technical and operations questions or issues that may arise during a sales pursuit and manage appropriate client expectations throughout the sales cycle
- Prepare proposals, presentations, quotations, contracts and supporting documentation
- Negotiate contracts and agreements
- Continuously focus on moving opportunities through the sales cycle

Business Development:

- Assist in identifying and developing new lines of business
- Respond to RFP's
- Mentor internal resources
- Understand clients varying business needs and apply knowledge of RBRO's products to meet those needs

Marketing:

- Identify conferences that provide opportunities to further our solutions and services
- Present and demonstrate products to facilitate the sales process as required

**THE CANDIDATE**

The ideal candidate to join our team would have the following:

Qualifications:

- College or university graduate in a minimum 3 year related program
- Minimum of 3 years technical software sales experience
- Demonstrated systems literacy skills (working knowledge of Document Management Solutions, such as iManage WorkSite, Opentext, Documentum, or Worlddox, etc., is preferred)
- Demonstrated solution selling techniques with end-to-end knowledge of the sales cycle and how to effectively launch and execute a sales pursuit
- Experience with legal and/or financial verticals would be an asset
- Travel up to 20% and have a valid passport

Skills:

- Demonstrated ability to organize, plan, monitor and coordinate a significant number of sales functions simultaneously
- Goal oriented to achieve sales targets through self-motivation, persistence and determination
- Excellent presentation and negotiation skills
- Exceptional verbal and written communication skills combined with advanced listening and interpersonal skills used to build rapport with clients and diverse audiences in a variety of settings

*Interested applicants can forward their resume to [career@rbrosolutions.com](mailto:career@rbrosolutions.com).*

***Come build your career with us!***