

AJAH IS HIRING A HEAD OF SALES

We are a young and growing Montreal-based software company that provides Web-based services to the non-profit sector. Our flagship product, Fundtracker, enables fundraisers to identify and connect with donors likely to support their cause. We've been growing organically and now need to build a professional sales team. **We are looking to hire a highly motivated individual who wants to take on the challenge of building an inside sales organization from scratch.**

JOB DESCRIPTION

Working out of our Montreal office, you will be responsible for hiring and training sales staff, monitoring their performance and providing them with feedback. You will also develop strategies and action plans to continually improve sales and earnings. Your duties will include:

- Work with the CEO to set realistic but ambitious monthly and annual sales targets.
- Formulate all sales policies, practices and procedures.
- Hiring and firing of sales staff.
- Manage the sales staff on a daily basis, monitor their performance and provide them with feedback to ensure continuous improvement.
- Develop and implement a training program that allows new hires to achieve sales targets.
- Provide the CEO with forecasts of monthly, quarterly and sales revenues.
- Collaborate with the CEO to develop sales strategies to improve market share.
- Collaborate with CEO to establish and control budgets for sales promotion and trade show expenses.

QUALIFICATIONS

- A minimum of three years experience in sales management, preferably with a university degree in business.
- Proven ability to motivate and lead a sales team.
- Inside sales experience a strong asset.
- Fluency in English is required; fluency in French is an asset.

Contact: hr@ajah.ca