



CURRENT OPPORTUNITY

Title: **Business Development Professional**

Department: **Sales Team**

Employment Type: **Full-time**

Experience: **Entry-level**

Location: **Edmonton, AB**

Join a dynamic team, focused on helping Municipal Governments build great communities.

We are a technology and service company, that is driven to help build a better Municipality. Our software offering is led by our flagship GIS product, which provides integrated viewing and control capabilities to a Municipality, while our services help our clients manage their data.

We are a small but growing (+30% year-over-year), team that is well positioned for growth in a niche market, and we are looking for A-player team members who can help take us to the next level.

Position Overview.

A successful candidate in this position will be responsible for selling MuniSight products and services, to Canadian Municipalities. Specifically, they will:

- Research and understand various regional municipal markets;
- Generate interest in our offering via cold calling of prospects and incoming leads;
- Deliver qualified leads and opportunities, with defined/timely needs, to the Sales Team for close;
- Lead the completion of municipal grant applications;
- Participate in inbound sales strategies; and
- Practice pipeline management and follow-up skills, using a CRM.

Position Requirements.

- Knowledge of rural communities;
- Confidence and comfort to establish and create new business opportunities – strong written and verbal communication;
- Self-starter who has strong ability to set goals, and achieve those goals; and
- Strong ability and willingness to learn.

About MuniSight.

MuniSight is a growing software business in the Edmonton region that is dedicated to helping Municipal Governments be successful. We offer competitive compensation, a commission structure that is not capped, full paid vacation, and comprehensive health & dental benefits.

Our company is growing, so our team members are continuously challenged at the highest level. Our Company strives to be an example of a successful high-growth software technology company in Alberta, and our team members depend on each other to make it happen.

To apply.

To apply, contact:

Email: admin@munisight.com (Attn: Justin Rutley)

Email subject: Opportunity: Regional Sales Specialist