



Vigil is dedicated to improving seniors' quality of life through creative technology. We develop, manufacture and sell sophisticated monitoring and emergency call technologies throughout North America. Ours is a fast-paced environment where hard work, initiative, teamwork and flexibility are prized, and we are looking for a likeminded individual to fill a key role in our Company. As a smaller organization we have a collaborative, open door culture based on trust where new ideas are welcome. If you have a strong work ethic and are looking to make a difference and feel appreciated, we would invite you to join our team.

You must be a top performer with the ability to grow a territory independently. You prefer traveling and meeting new people to being in an office every day. The position has uncapped commissions upside in a growing industry where the solution makes a real difference in people's lives. You will need to build relationships, work hard and commit to overcoming a long sales cycle. Successful individuals enjoy a rewarding career in a professional sales environment.

Interested? Send your resume and cover letter to hr@vigil.com

Here are the specifics about the job:

Job Title: Business Development Officer

Location: South East

Reporting To: President and CEO

Travel: Up to 50% per month as required

Education/Training

- Undergraduate degree preferable
- Professional sales training

Experience:

- 3 or more years professional sales experience
- Working with diverse audiences in a long sales cycle an asset
- Consultative or strategic selling experience an asset
- Experience in Seniors Housing Industry an asset
- Technical or technology sales experience an advantage
- Experience with Salesforce CRM an asset

Skills/Competencies:

- Strong relationship building skills with the ability to convey credibility and trust
- Highly organized with excellent time management skills and multi-tasking abilities

- Excellent communications skills in front of diverse audiences, including senior living executives, community onsite staff, architects, engineering consultants and contractors
- Ability to analyze and access deals
- Ability to quickly identify client's needs and creatively develop solutions
- Strong track record of exceeding your goals
- Flexible and adaptable with a thirst for knowledge
- Strong prospecting and networking skills
- Ability to cope with long selling cycles (6 months to 2 years)

Responsibilities:

- Managing the sales process from lead generation to close
- Working independently and proactively to gain new business
- Conduct presentations and demonstrations of the Vigil system
- Emphasize strong technical knowledge
- Preparing of proposal and contracts
- Contract negotiation
- Represent Vigil at trade shows and conferences
- Multi-state territory management
- Existing customer account management
- Budget management for territory
- Maintaining all personal documentation and other requirements needed for frequent travel