

VP Revenue, Americas

Office Location: Etobicoke

The Company:

We are a Business Process Automation company that is expanding our Managed Services Group to provide project and operational service to our enterprise-class customers. Our Customers are varied within several sectors of industry, and therefore provides a unique opportunity for exposure on how different industries work and provides unique project experiences.

Our mission is to help organizations automate critical business processes, exchange information securely, and eliminate the inefficiencies and errors associated with manual and labor-intensive processes.

The Opportunity:

Process Fusion Inc., (PFI) a leading digital cloud solutions provider is looking for a VP Revenue, Americas to join our senior leadership team based in Toronto, Canada.

With 15+ years of sales and management experience working in the B2B software sector, you must have senior leadership roles in sales, marketing, and revenue operations.

Since the merger of UniPrint.net and Process Fusion in 2018, the new entity has enjoyed growth of over 38% in the past 2 years. With this new growth and laser focus on our innovative cloud digital solutions, we are expanding our executive team.

Besides being tech savvy and data driven, you are also a seasoned executive, business leader, and diplomat who knows how to work collaboratively with different teams. If you are passionate about growing people, and have a dynamic and positive attitude, and enjoy being challenged and rewarded based on results, then we would like to talk to you.

Position Responsibilities:

- Grow and lead a team of seasoned and junior sales professionals to achieve territory revenue targets.
- Create strategies to drive all teams to work collaboratively to maximize revenue.
- Work with the executive team to optimize existing revenue models and create new revenue streams.
- Using Salesforce and other internal systems to improve customer retention and expand adoption of company's innovative cloud solutions.
- Generate and deliver quarterly, yearly revenue targets set jointly by the executive team.

- Deliver accurate month-to-month, quarterly, and yearly revenue forecast and pipeline using our CRM system (Salesforce).
- Work with finance to create sales budgets to align with company growth and financial objectives.
- Must be prepared to travel.

Minimum Requirements:

- Bachelor's degree or higher and equivalent experience
- 5+ years of senior sales and marketing management roles selling B2B software
- Proven success in growing and leading seasoned and junior sales teams
- Proven ability to work with teams in different time zones
- Excellent communication and interpersonal skills
- Fluent written and spoken English is mandatory
- Working knowledge of a second language is highly desirable

Soft Skills:

- Innovative, out-of-the-box thinker
- Great coach
- Enjoy a fast-paced changing environment
- Growth mindset
- High energy and passionate

Benefits:

- Competitive base salary plus generous bonus
- Full benefit coverage after 3 months, including life, health, and dental
- RRSP with company participation
- Stock options plan

Directions to Apply:

- Please send us your resume
- Please include a cover letter telling us why you are going to be great in this role.

****Principals only. Recruiters, please do not contact this job poster- Do NOT contact us with unsolicited services or offers****