



215 Spadina Avenue, Suite 500 Toronto, Ontario M5T 2C7

phone 416.815.8777 fax 416.815.1321

Position: Senior Manager, Business Development

Location: Toronto

Do you want to spend your waking hours working for a large corporation? Or would you rather apply your proven sales and negotiating skills to accelerating the evolution of a social network and mobile solution that supports hundreds of top charities - on three continents? Artez is a fast-growing, downtown Toronto-based company that is looking to expand our talented team.

The Team: We choose top talent who will thrive in our culture of freedom, responsibility, innovation and self discipline. There are 55 of us located in Toronto, Boston, London England and Melbourne Australia. We've been at this for more than a decade, and we love what we do. We've already built one of the world's top online fundraising solutions, and we're committed to increase our lead in global social network and mobile fundraising solutions.

Where we work: Our office is in the vibrant Queen & Spadina neighborhood and is TTC accessible. We work in an open-concept loft space, located in a historic eco-building with a bio-wall and sun-drenched rooftop garden (some days, anyway) - check out www.robertsonbuilding.com . We are family-friendly and reasonably flexible regarding work hours. We promote diversity and have built the right environment for people to manage and balance their work/life demands.

Artez is looking for an exceptionally talented senior level sales executive to help us grow our business in Canada and the US. We are offering competitive base salary plus commission.

Some duties and responsibilities include, but not limited to:

- Manage and direct technology sales to achieve revenue and profit goals.
- Selling solution benefits, not features or widgets. Listen and learn about the customer's needs and demonstrate how Artez software solution can satisfy those needs.

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- Create a successful prospecting and selling strategy to effectively grow client base and manage existing clientele.
- Conduct background research on prospective clients, their business/organization and their cause/initiative.
- Identify, prospect and sell accounts that generate revenue for Artez.
- Cold calling potential prospects and developing new business will be an integral part of this role.
- Focus on selling the Artez solution to non-profits (and corporations) who are raising between \$ 100K-several millions of dollars online annually.

The ideal candidate would have the following experience and characteristics:

- Minimum of 5 years experience in a consultative sales role
- Demonstrated ability to apply advanced consulting and strategic selling processes to successfully develop new customer revenues
- Relevant educational background
- Optimistic and energetic digital citizen who regards the web, social media and the smart phone as indispensable part of their life
- Results oriented, hardworking team player & strategic thinker
- Proven, capable and confident closer
- Excellent written & oral presentation skills
- Thorough knowledge of Salesforce.com, Word, Excel, Key Note/.PPT
- Demonstrated professional history of goal setting and achievement above and beyond expectations

If you want to move fast, create great user experiences, and work for a company that provides a solution that raises hundreds of millions of dollars for the causes that matter most, then we should talk.

Learn more about us at www.artez.com and contact us at HR@artez.com

Artez Interactive is an equal opportunity employer and welcomes applications from all interested parties.