

PriceMetrix focuses exclusively on improving the overall business of investment firms by helping individual financial advisors to become better 'CEOs' of their business. *PriceMetrix Value Program* is a patented combination of personalized intelligence reports, practice management tools, and expert services designed solely to enable advisors and managers, at all levels, to proactively identify and close client, product and pricing opportunities. PriceMetrix customers typically realize increases in assets, revenue and fee-based advisory business, as well as, improvements in household quality and pricing.

Founded in 2000, PriceMetrix has its principal place of business in Toronto, Ontario, and services a broad range of clients within Canada and the United States.

Director, Sales

Position Profile

The Director, Sales is responsible to meet corporate revenue and profitability objectives through the development and execution of sales strategies that maximize the sales potential of existing and future productivity programs and tools.

Success in this role will be measured by the ability to identify and close business opportunities and the overall contribution made to the firm's growth.

Extensive travel within North America will be required in this role.

Responsibilities include:

- Manage the sales process from inception to close;
- Develop and maintain productive professional relationships with prospective clients within our target market;
- Create demand and continuously seek out opportunities to market and sell the PriceMetrix Productivity Programs and Productivity Tools;
- Collaborate with senior executives on channel development activity as it applies to new market verticals and strategic partnerships;
- Develop sales and communication plans for prioritized prospects. Develop and present sales proposals;
- Provide the CEO with visibility on reliable pipeline and forecasted revenue;
- Develop, maintain and leverage personal and corporate network to create sales opportunities;
- Create and follow a systematic approach to identify future opportunities, set expectations and plan for future resource needs;
- Obtain and communicate market intelligence;
- Represent and promote PriceMetrix in the marketplace through attendance and participation at industry conferences and events;
- Collaborate with internal experts in the development of new product ideas.

Position Qualifications

The successful candidate will be able to demonstrate:

- Outstanding integrity. A thoroughly honest and forthright individual, who is up-front and direct with subordinates, peers, and management executives to whom s/he reports
- A “hunter”. Extensive experience in all aspect of new account acquisition, including cold calls
- A closer. Someone with strong negotiating skills that knows how to create and close win-win deals with customers and partners
- Willingness and ability to travel extensively
- 5+ years proven success selling solutions to, and maintaining relationships with, senior decision makers at retail brokerage firms
- A thorough understanding of the retail brokerage system
- Experience with complex enterprise sales
- A winning track record selling high ticket, multi-year contracts
- A thorough understanding of all aspects of the sales cycle, opportunity management and strategic selling techniques
- Excellent communication and presentation skills, including the ability to develop a communications strategy, to write persuasively and effectively, and to manage information flow
- The ability to listen effectively and handle diverse personalities
- The ability to be a strong motivator, relationship builder and strategic thinker with superb analytical skills
- Keen attention to detail, coupled with strong organizational skills
- Perseverance in the face of obstacles or challenges
- Solid knowledge of major MS software packages

Corporate Employee Standards

Every employee of PriceMetrix and the successful candidate are expected to:

- Approach work in a collaborative manner: offer expertise readily and assist team members in accomplishing individual and collective tasks,
- Display initiative around their training and that of others, and actively pursue professional development opportunities,
- Offer and respond to feedback in a constructive manner,
- Think critically and be open to new approaches and ‘better ways’ – avoid taking the path of least resistance,
- Challenge our Clients, their colleagues, and themselves in the interest of making them more successful,
- Respond to business demands with urgency, and be calm and reasoned during pressure and crises,
- Exhibit pride and ownership in the quality of our services and products,
- Have personal respect for their colleagues and professional respect for everyone’s role in our success,
- Represent the firm to Clients, prospects, vendors and candidates professionally,
- Treat Client information, and information about our businesses, in confidence,

- Communicate clearly.

Application Instructions

Interested candidates should submit their application to the recruiting team at recruiting@pricematrix.com, citing the position title and job number SM011007 in the subject line.

Every application must include a cover letter, resume and compensation history and expectations.