



## Sales Representative (English Speaking Market)

Hi / Salut / Kwey! 🧑

**Location:** Ottawa/Gatineau/Chelsea

**About Us:** Cocoriko (🐓) is a cutting-edge SaaS company dedicated to empowering organizations to consult their communities effectively, ensuring decisions reflect the voices of stakeholders and the community alike. We work primarily with cities, municipalities, and enterprises, helping them engage with their citizens on key projects. Learn more about us at [Cocoriko.org](https://Cocoriko.org).

**Position Overview:** Building on our success in Quebec, Cocoriko is expanding its reach across the rest of Canada. We are looking for an experienced Sales Representative who is a self starter, passionate about driving growth 📈 and making a difference. In this role, you will be instrumental 🎯 in introducing our innovative SaaS solutions to cities, municipalities, and enterprises that are deeply committed to ensuring their projects resonate positively within the communities they serve. Your focus will be on cultivating meaningful relationships and negotiating deals 📝 that highlight the strategic value of our platform.

If you're motivated by the opportunity to make a tangible impact, and have a track record showing you consistently surpass 🚀 your objectives, this role is for you and we can't wait to meet 🤝 with you!

### Key Responsibilities:

- **Lead Development:** Identify and cultivate new business opportunities using tools like Hubspot and LinkedIn.
- **RFP Management:** Effectively respond to RFPs, ensuring we position Cocoriko as the best value provider.
- **Sales Process Management:** Utilize the BANTT sales methodology to qualify leads, manage pipelines, and close deals.
- **Product Demonstrations:** Conduct product demos for qualified leads, showcasing the value of Cocoriko's SaaS solutions.
- **Relationship Building:** Build strong, long-lasting relationships with clients by focusing on value-based selling.
- **Collaboration:** Work closely with the customer success team to ensure a smooth transition from sales to implementation.



### Required Skills and Experience:

- **SaaS Sales Experience:** Proven experience in selling SaaS products is essential.
- **BANTT Methodology:** Familiarity with the BANTT (Budget, Authority, Need, Timing, and Technical Requirements) sales process.
- **Tools Proficiency:** Proficient in Hubspot for lead management and sequence building; experience with Google Workspace, Slack, and Zoom.
- **Communication Skills:** Excellent verbal 🗣️ and written ✍️ communication skills, with the ability to present complex information in a clear and compelling manner.
- **Negotiation Skills:** Ability to negotiate on value, ensuring that clients understand the ROI of our product.
- **Tech-Savvy:** Comfortable with technology and able to quickly learn and adapt to new tools.

### Preferred Qualifications:

- Experience selling to cities, municipalities, government entities, and large enterprises.
- Experience as a salesperson where demonstrations were part of the sales process.
- Excellent communication and negotiation capabilities
- Demonstrated capabilities in building pipeline, and the various activities necessary to build pipeline, including but not limited to cold calls, cold emails, online techniques, etc.
- Experience working within a remote team environment.
- English written and spoken is a must, and Bilingual in English and French is an asset.

### What We Offer:

- Competitive salary and commission structure.
- Remote work flexibility, partial office presence is a must, our offices are in beautiful Chelsea near the Gatineau park.
- Opportunities for professional growth and advancement within a dynamic company.
- A supportive team culture where your contributions are valued.

**How to Apply:** If you're ready to join a company that is making a difference in how communities are engaged, please submit your resume and a cover letter explaining why you're the perfect fit for Cocoriko to [info@cocoriko.org](mailto:info@cocoriko.org).

We look forward to hearing from you!