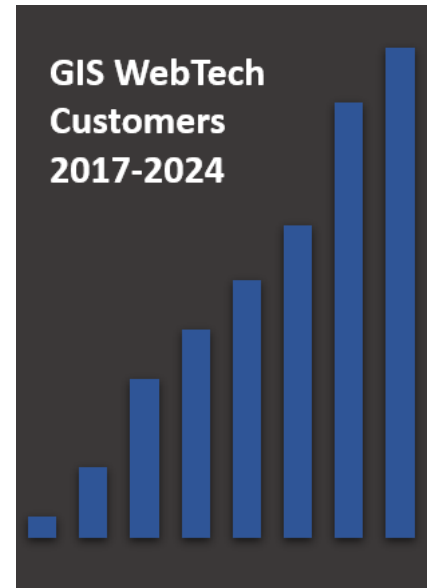




**Job Title:** Business Development Manager

**Company Overview:** GIS WebTech is a rapidly growing SaaS business focused on GIS applications for economic development, tourism, business research, and related areas. Our applications are built natively on the Esri ArcGIS platform and we are committed to keeping our clients on the cutting edge of technology. We are seeking two highly motivated Business Development Associates to join our dynamic team.

**Job Description:** As a Business Development Manager, you will play a crucial role in growing our business. You will quickly become an expert in our technology and its many advantages over legacy technologies and will assume responsibility for hosting demos, presenting the technology, and representing the company. You will join our senior management team at conferences across the US and Canada. You will report to our CEO and will work closely with our marketing, operations and customer success groups. You will lead a small business development team, driving sales results across the team and helping to develop junior staff.



**Responsibilities:**

- Generate leads through online and in-person demos, conferences, and sales meetings. Move leads through the sales pipeline to closed contracts.
- Represent GIS WebTech at conferences, a major sales channel for our company, across the US and Canada.
- Provide leadership and oversee a small business development team.

**Qualifications:**

- A proven track record of success in SAAS sales is a must.
- No technical background is required but an affinity for technology is. GIS WebTech is a technology business, and though our software applications are all very intuitive and designed for use by non-experts, our staff must understand them and be able to demonstrate them fully. We are not seeking a technologist but rather someone who is comfortable using and explaining technology to those seeing it for the first time, including prospects with little expertise in technology.
- Collaboration and teamwork are critical. The successful candidate will be a team player and focused as much on company and team results as on personal results.
- Associate's or Bachelor's degree is preferred, though not required.



**Compensation & Benefits:** Compensation includes a competitive base salary, sales commission, medical insurance, generous 401(k), and paid vacation. The company will provide a laptop and monitor and will reimburse home internet and cell phone service.

**Location:** GIS WebTech is fully remote and our staff are free to live where they prefer. Please note that this position includes significant travel and all applicants should expect to travel regularly, especially in the spring and fall.

If you are passionate about cutting-edge technology, have a strategic mindset, thrive in a fast-paced, high-growth environment, and are ready for the next step in your career, we would love to hear from you.

To apply, please submit your resume, along with a cover letter highlighting your relevant experience and achievements, to [hr@giswebtech.com](mailto:hr@giswebtech.com). PLEASE INCLUDE "BDM" IN THE SUBJECT LINE OF YOUR EMAIL.

Your resume will be reviewed by one of our staff members, but the volume of inquiries we receive prevents us from responding to every applicant. We will be in touch only if we think there might be a good fit with this position.