

## Director of Business Development for North America

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For the past 12 years, Navori SA has been a leader in the Digital Signage Software Publishing Sector. The company has been successfully marketing its products in 45 countries through a global distribution network from its headquarters in Lausanne, Switzerland.

As part of its ongoing expansion, Navori is opening an office in Montreal, Canada to service the North American market.

Navori is looking to hire a Director of Business Development for North America to lead this expansion.

### **Opportunity:**

- Manage existing Navori customers within North America.
- Generate sales revenue by adding new commercial customers and converting leads provided by Navori.
- Establish new relationships and recruit new distributors for our products.
- Participate in digital signage trade shows.

### **Profile:**

- Must be able to function independently with a high degree of sales proficiency.
- Must be able to meet or exceed sales expectations.
- Strong communication and negotiation skills.
- young and ambitious

### **Preferred Qualifications:**

- Minimum 3 years of experience in software sales (Digital Signage Software experience preferred).
- University degree.

Navori offers an innovative and dynamic environment with a successful international history.

Interested parties should contact:

Shawn Rozansky, CA

### **Navori**

1134, Ste. Catherine St W, Suite 410

Montreal, QC H3B 1H4

W (514) 789-2209

C (514) 833-7128

F (514) 789-2213