



Title: Vice President, Business Development

Location: USA (Home Based Office)

Industry: Financial Services Software

Department: Sales and Marketing

Company URL: http://www.solidifi.com/us_en/

About Us

Solidifi is a leading provider of collateral valuation, risk management and data analytic services to the North American mortgage industry. Solidifi provides mortgage lenders, professionals and 3rd party service providers with a flexible service platform for procuring collateral valuations from marketplace vendors and appraisers, with complete transparency and data to make "incredibly smart decisions". Solidifi currently serves leading global financial institutions with United States head office in Chicago and Canadian head office in Toronto.

Position Description

Reporting to the Executive Vice President of Sales and Marketing you will be accountable for driving sales and managing senior level relationships within the financial services industry in the US. You will successfully build and grow a portfolio of US financial institutions in the financial services industry using your knowledge and experience in this industry. You will also actively create and participate in promotional and marketing activities while developing new business through your industry referrals and senior level contacts. Your communicative and personable nature will give you the edge necessary to build strong, long-term senior relationships with financial institutions that have property valuation and collateral risk management needs.

Responsibilities will include, but not be limited to:

- Sales and Business Development Strategy
- Produce market analysis as prescribed by the Executive Vice President of Sales and Marketing
- Recommend refinements to product, pricing and packaging strategies
- Design and implement account strategies with customer base
- Collect and construct market/account intelligence data
- Assist in formulating the US strategic plan
- Ensure that profit margins are maintained while at the same time ensuring revenue growth

Skills and Expertise Required:

- Up to 10+ years experience selling services to the US financial services market

- Experience in creating a strong market presence and executing profitable product strategies/rollouts and an understanding of the complete marketplace
- Demonstrate progressively senior sales roles, including leading complex sales objectives, and developing strong revenue pipelines and having consistently overachieved business targets
- Analytical and performance driven
- Developed account strategies, to increase revenue, deploy new product offerings, ensuring successful product implementations
- Self-starter with enthusiasm and a drive for excellence in a fast-paced environment
- Excellent communication skills, both written and oral
- Solid IT experience and exposure and comfort in dealing with multiple applications
- Team player
- Flexibility for travel

Education and Training Required:

- University Degree, MBA preferred

The opportunity is to work with the industry's top talent on dynamic, challenging projects for the North American mortgage industry.

We take great pride in the work we do and the talented people who work with us. We're looking for highly skilled, driven people who value a collaborative, open environment and a flexible, professional culture.

Please send your resume to careers@solidifi.com and make sure to include the JOB TITLE "VP, Business Development. We thank you for your interest and look forward to hearing from you!

*Please note that **ONLY QUALIFIED CANDIDATES** will be contact for this opportunity.