



## **GIGAbase Inc. (“GIGA”) – Regional Sales Director - North America**

GIGA is a world leader in the development of building standards and tools that support real-estate decision makers in creating and operating buildings that require an advanced level of ESG (Environmental, Social, Governance) performance metrics. For over 5 years, GIGA has been transforming its customers' experience by delivering scalable, innovative solutions with a personalized service. Our success lies in our expertise, vision, professionalism, and team spirit. GIGA is committed to being the best partner in our field to our clients and employees .

### ***Role Summary:***

**GIGA** is seeking a senior-level sales professional with a proven track record of consultative selling and/or implementing technology solutions for its ORIGIN and MATTER platforms.

**ORIGIN** (<https://origin.build>) is an international hub of data connecting building material suppliers and project teams with the world's leading databases of verified product performance data.

**MATTER** (<https://matterbuild.com>) is a data management solution for project teams, enabling the curation of building materials and products into private company libraries and projects. ESG data on building materials and products is sourced from ORIGIN and mindful MATERIALS, and can be enriched with custom information. MATTER also powers product and project scoring for teams pursuing RESET Certification and other building standards, inclusive of custom scoring frameworks for large scale users.

Reporting to the CEO, the successful candidate will be responsible for developing robust selling strategies that ensure revenue growth from new and existing customers in North America.

The Regional Sales Director plans, manages and controls the timelines, costs, budgets, contract SLA's, resources and communications for the accounts under its responsibility. Serving as the primary point of contact to a portfolio of strategic partners, the Regional Sales Director develops new business opportunities within existing clients and/or identifies areas of improvement that maximize value proposition and drive revenue.

### ***Essential Duties and Responsibilities:***

- Develop and execute a strategic plan to achieve revenue targets and expand our customer base.
- Initiate discussions and prepare presentations to prospective clients.
- Manage designated territory to drive new business growth and ensure customer retention.
- Develop strong customer relationships, identify customer needs and develop strategic solutions for both existing customers and new prospects.
- Develop a strong working knowledge of GIGA's solutions in order to effectively sell a full suite of services.
- Manage and drive the process from signed contract to implementation and work with internal and external stakeholders towards successful and timely launches.
- Help forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Provide extraordinary client service including execution of promised deliverables, evaluation of up-sell opportunities and relationship building.
- Initiate effective marketing activities that further develop and strengthen our client relationships.
- Utilize analysis and insight to drive decisions in a way that produces continuous, measurable results.
- Provide communications and follow-up on the progress of the projects
- Clearly communicate the progress of monthly/quarterly initiatives to internal and external stakeholders.

### ***Qualifications and Skills:***

- Minimum of 10 years of direct sales or technology operations
- Experience in the design, real estate or building product industry is considered an asset.
- Undergraduate degree/diploma is considered an asset.
- Ability to sell to a C-level audience and effectively present information and negotiate with various levels of management.
- Experience with SaaS management technologies preferred.
- Be a strong, influential leader to drive account relationships.
- Strong computer skills; previous experience with CRM's an asset.
- Proven experience in responding to RFPs/RFIs.
- Highly self-motivated and driven personality is essential.
- Ability to effectively prioritize and execute tasks in a high-pressure environment.

- Proven ability to drive the sales process from plan to close.
- Capacity to articulate the distinct aspects of products and services as well as ability to position products against competitors.
- Excellent knowledge of the real estate industry and ESG metric requirement in both public and private sectors.
- Strong command of the English language, both written and verbal

### ***Why work for GIGA?***

- Mission driven: product with purpose: <https://www.giga.build/>
- Base salary with comprehensive commission structure and competitive company benefits.
- Fertile environment for career growth and development.
- Management support and resources to ensure success of talents.
- Entrepreneurial culture that promotes personal ownership and accountability.

### **How to Apply?**

- If you are interested to apply, please send your resume/CV to: [hr@giga.build](mailto:hr@giga.build)
- Come and visit us at: <https://www.giga.build/>

### ***COVID – 19 Recruitment Safety***

*During these unprecedented times, GIGA is doing everything required to ensure the safety of its candidates and employees. GIGA has adjusted its recruitment process to reflect the current climate we live in due to COVID-19. Therefore, we have transitioned to prioritizing virtual interviews. We will continue to take every necessary precaution to ensure the well-being of everyone during our recruitment process.*

**Thank you for your interest in GIGA.**

**Only selected candidates will be contacted for the next step.**