

Building the rent payment network for all and changing the way you pay rent!

We know paying rent by cheque is a huge pain, and we simplify the process for both property managers and their tenants and love to do this through technology! We are disrupting the status quo of rental payments by making the transaction paperless and rewarding for tenants, and the process of working with us seamless for our property management clients by giving them a secure online platform to collect rent online.

We are seeing huge growth in our Canadian and U.S. markets, and know there is potential for much more: Last year over \$300 billion of rent was paid in the U.S. market by cheque and cash.

Now is the time to join us as we focus on launching new products and scale our business and client base.

YOUR ROLE

We are seeking a Partnerships Manager to join our diverse, self-motivated and supportive team.

As a Partnership Manager, your role is to generate revenue from a combination of new business sales and grow the services and products with clients, working with qualified prospective clients through to account management.

You will play an important role within our growing Sales team.

YOUR TARGET RESULTS:

- Maintain a consistently high level of call activity, meeting and/or exceeding Key Performance Indicators (KPIs)
- Manage the back end of the sales process - from presenting online demos and holding in-depth conversation with prospects
- Grow your skills and knowledge on inside sales and on Rentmoola's products and solutions
- Maintain updated prospect and client data using Zoho CRM
- Effectively work across all departments to support clients, products and services
- Report daily, weekly and monthly productivity to manager
- Perform other assigned tasks as requested

THE SKILLS YOU'LL BRING:

- 2-5 years of experience B2B Sales, with at least 1 year of experience as an Account Manager
- A sound understanding of applying solutions to business issues - sales experience in SaaS preferred
- Experience in up-selling and cross-selling into existing client accounts
- Exceptional and effective communication (oral and written), negotiation and consultative skills, with the ability to identify and close sales opportunities.
- Must be a committed self-starter who has the

drive to succeed in a high-energy team environment combined with a high degree of resiliency

- Must have a persuasive nature and professional phone demeanor.
- Excellent people skills - you enjoy engaging with people over the phone
- University Degree (Sales related is a plus)

COMPENSATION

- Competitive base salary
- Quarterly bonus on targets
- Company benefits program

WHY WORK HERE?

- Exciting tech company atmosphere with room to grow and develop
- Open and accountable environment
- 3 weeks' vacation
- Extended health benefits plan
- Centrally located: easy access from all forms of transportation
- Professional development allowance

INTERESTED?

- We are interviewing soon - please send your resume to careers@rentmoola.com ASAP!