



Kapsch TrafficCom is seeking a National Transportation Sales Director for Canada.

In this role, the Canada Transportation Sales Director will establish new business development opportunities and expand relationships with regional partners and contractors in Canada for Tolling Opportunities (roadside, managed/express lanes), Back Office transportation solutions, ITS, ATMS (highways, bridges and tunnels) and SCADA (transit and environmental) applications.

The Sales Director will be responsible for:

- Working with the Highway, Urban, Tolling and Back Office solution centers and Senior Management on product roadmaps
- Cultivating and strengthening relationships with Municipal, Provincial, Federal agencies
- Expand thought leadership through speaking opportunities and conferences and in the ITS industry
- Pursue sales opportunities through a consultative, relationship-based approach
- Providing management with various reports
- Demonstrating products and services to potential customers and assisting them in selecting the product best suited for their needs

Qualified candidate will possess a Bachelor's degree and at least 5 years of experience in selling ITS (Intelligent Transportation Systems), Tolling or related solutions.

Candidates must be proficient with MS Office products and have Salesforce or other CRM software experience. Strong written and verbal communication skills are required.

Travel is anticipated to be up to 50%

Interested candidates can apply online at: <https://usr54.dayforcehcm.com/CandidatePortal/en-US/e0229/Posting/View/1852>