

**Marcato Digital Solutions** is a Canadian company based in Sydney, Nova Scotia. We create web-based solutions that maximize efficiency throughout the music industry. With a user base of over 2000, our flagship applications, Marcato Festival & Marcato Musician are currently providing the organizational backbone for the Luminato Festival of Arts & Creativity, Celtic Colours International Festival, Canada Games, Joel Plaskett, and Gordie Sampson to name a few.

## JUNIOR SALES REP

As a member of the **Marcato Sales Team**, you will report to the VP of Sales & Marketing. You will be responsible for meeting revenue growth objectives by developing and executing sales in target markets located in various regions of the world.

In order to apply for this position you must be eligible for employment insurance. You must be unemployed and legally authorized to work in Canada and:

- Have a current claim for Employment Insurance (EI) benefits; or
- Have a previous EI claim whose benefit period ended in the preceding 36 months; or
- Have a previous benefit period that began in the preceding 60 months (5 years), during which the individual was paid maternity or parental benefits, after which they left the labour market to care for a newborn or newly adopted child and are now seeking to re-enter the labour market.

### Responsibilities:

- Contact potential clients (cold and warm leads) to communicate the Marcato Value Proposition
- Meet and exceed assigned revenue goals
- Collaborate with other members of the Marcato Team to acquire new business
- Develop relationships with festival and entertainment industry professionals around the world
- Gather feedback to contribute to the continuous improvement of our products and services

### Requirements:

- EI Eligible
- University Bachelors Degree or College Diploma or equivalent experience
- Sales experience
- Excellent communication skills
- Ability to think, plan, demonstrate good judgement and execute on multiple objectives in an organized fashion in a fast-paced environment
- Natural curiosity

## WORKING WITH MARCATO

Marcato Team members enjoy the benefits of a fast-paced dynamic work environment while living and working in a beautiful region of the world. We are a group of young professionals that are deeply involved in delivering a highly robust solution to clients around the globe. This position works scheduled hours from our office located in downtown Sydney, NS. The office provides a great atmosphere for those who want to work hard and contribute to the success of a company that is headquartered in Cape Breton.

If this role sounds like it is a fit for you, apply now to: [alison@marcatodigital.com](mailto:alison@marcatodigital.com) .