

RVP Sales - Canada

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Company: keyloophol

Location: Canada

Category: other-general

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Recruiter: Mariel Bunag

Keyloop bridges the gap between dealers, manufacturers, technology suppliers and car buyers.

We empower car dealers and manufacturers to fully embrace digital transformation. How? By creating innovative technology that makes selling cars better for our customers, and buying and owning cars better for theirs.

We use cutting-edge technology to link our clients' systems, departments and sites. We provide an open technology platform that's shaping the industry for the future. We use data to help clients become more efficient, increase profitability and give more customers an amazing experience.

Want to be part of it?

About Keyloop

Keyloop are a €315m revenue global provider of software solutions to the Auto retail industry, formed in March 2021, following the carve out by Francisco Partners of the international division of CDK Global (a \$2 bn public company headquartered in the US) for \$1,45 bn.

Keyloop's mission is to create and connect technology that advances the car buying and ownership experience in partnership with dealers and OEMs. Keyloop serves approximately 16,000 dealer sites and most automotive manufacturers, in over 90 countries. Headquartered in the UK, Keyloop also has operations across EMEA, Asia and Canada.

Keyloop are the uncontested leader in Europe with x 5 market share of the 2nd largest competitor, they are positioned as the clear consolidator in the space and have already completed 6 acquisitions since close; RAPID RTC & enquiryMAX, Motordocs, FISC, Serti Information and SilverBullet.

A strong growth opportunity with layered applications: Keyloops platform capability allows them to innovate and address key industry trends with new technology, as well as integrate (and/or acquire) third party apps in the space (a rapidly growing segment of the market).

Position Summary:

The VP Canada is a critical senior leadership role responsible for leading and growing Keyloop's footprint across Canada. This person will be the senior figure head for Canada, responsible for structuring and scaling the sales organisation and driving new business across the region, striking a balance between bringing structure, consistent growth, and strong leadership to the sales organisation, while also possessing deep experience within the automotive and motor vehicle manufacturing sectors in Canada. This individual would also have a strong understanding of the potential opportunities within the various geographical regions so they can build and implement multiple strategies across Keyloop's target segments.

The role reports directly into the Chief Revenue Officer and will be responsible for an established sales team in Canada, consisting of 30 employees across sales and account management. The position will be based in Canada with a requirement to travel when and as needed.

Specific Responsibilities:

Lead, motivate, and coach a team of Sales, Account Executives and Pre-Sales Consultants across Keyloop's solution offerings.

Develop the sales team in terms of capabilities and performance and implement effective headcount and succession plans.

Develop a strong command of the market, customers and competitive landscape that provides direction and strategic insight.

Implement the relevant strategies to identify and close various sales opportunities across Canada.

Provide strong leadership to the sales team to maximize performance in terms of revenues,

growth targets and profits, delivered against company performance targets.

Adopt and implement all necessary corporate policies and procedures to ensure sound commercial management of the business.

Create a performance culture of dynamism, energy, and achievement.

Encourage a culture of analytical rigor within the team. Ensure the rationale for a

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