Job Title	**Global Business Development Manager** **XML conversion and authoring tools**
Reports to	**CEO**
Location	**Ottawa, Canada**
Job Type	**Permanent**

Stilo International (LSE: STL) is a leading developer of web-based XML conversion and authoring tools used by large organizations to implement structured content publishing solutions. With offices in the UK and Canada, we support blue-chip customers around the world, across a range of industry sectors.

We are now looking to recruit an experienced, results-driven business development manager, reporting directly to the CEO. Familiarity with XML publishing technologies and solutions is essential, and experience in the DITA XML market is preferred.

The role requires a consultative sales approach with customers and partners, based upon a solid technical and commercial foundation. It will involve presentations at conferences, the delivery of webinar programmes and the use of social media.

It is essential to have an entrepreneurial outlook to new business development and a demonstrable track record of success.

SALARY: competitive, depending upon experience

Please respond with a covering letter, detail of current earnings and copy of your CV to careers@stilo.com