



Title: Technical Sales Product Specialist
Location: Ottawa, Canada (remote)
Type: Full-time, Permanent

Technical Sales Product Specialist

Stilo Corporation is a world leader in XML/SGML content processing technologies and for over 30 years has been supporting a global customer base in the publishing, high-tech, government, aerospace, and defence sectors.

Migrate, our world-leading cloud content conversion service, enables documentation teams to convert content from proprietary formats including FrameMaker, InDesign, RoboHelp and Word documents, to structured XML formats (DITA, DocBook and custom XML).

To support sales and marketing initiatives, we have an immediate vacancy for a Technical Sales Product Specialist, which will report directly to the CEO.

You will be working alongside the CEO, conversion services team, and development staff to create exciting new marketing content (videos, webinars, website, literature), guide product development decisions, and most importantly, engage with customers to uncover technical requirements and nurture business relationships.

Responsibilities

- Engage in pre-sales activities, such as customer demonstrations, webinars, and conferences
- Create new marketing content for web, video, print and social media
- Assist conversion services team with customer projects, training, and product hand-offs
- Guide future product development by providing feedback to sales and technical teams
- Attend conferences and customer meetings in both North America and Europe
- Become a product expert and content conversion specialist

Minimum Requirements

- Bachelor degree in Computer Science, Technical Communications, or other related discipline
- Solid understanding of structured XML (preferably DITA/S1000D/JATS/SPL/HL7)
- Strong programming skills and understanding of regular expressions (REGEX)
- Familiarity with (or ability to quickly learn) FrameMaker, InDesign, and RoboHelp
- Experience with graphic design and video editing tools (ex. Photoshop, Premiere Pro, Cyberlink)
- Ability to easily demonstrate and present software solutions to potential prospects
- Excellent English, both spoken and written
- Ability to self-manage with strong work ethic, accountability, motivation, and attention to detail

Benefits

- Remote work environment
- \$750 for home office setup
- Health & dental benefits
- Staff bonus plan

Please email your resume to careers@stilo.com

