

Position Title: Sales Development Representative

Reporting To: Sales Manager

Employer Overview:

Builterra is a “scale-up” software company located in Oshawa, Ontario. Our platform provides efficiency and standardization to Civil Engineering firms, general contracting companies, Municipalities, and government agencies during, prior and post the construction process. Builterra has expanded it’s team 150% in two years, and plans on expanding further as an aggressive growth strategy in an untouched North American market.

Job Overview:

As a **Sales Development Representative** (SDR) you will be responsible for prospect/lead generation and prospect outreach while working in tandem with your sales “pod” strategy. You will design a plan of attack with your respective Sales Rep partner to research, reach out, and book meetings. As an entry level sales position at Builterra, you will have the opportunity to move up the chain of command as a Sales Representative and begin running your own team of two.

Key Responsibilities:

- Research prospects to develop a “Sales Story”.
- Develop a sales strategy to obtain new clients.
- Cold emailing in line with your sales strategy.
- Cold calling in line with your sales strategy.
- Gather leads lists based on your sales strategy.

Qualifications:

- Experience as a customer service or sales representative is an asset.
- Post Secondary Education is an asset.
- Ability to work autonomously.
- Self motivated & action-oriented personnel
- Excellent communication and interpersonal skills a must.
- Ability to handle rejection & adapt your approach.
- Excellent teamwork skills a must

What We Offer

- Salary plus competitive commission rates.
- Opportunity to grow in a up and coming company.
- An effective, community-oriented workplace culture
- Multiple resources to ensure success.
- Potential to work remote after initial probation period.

Builterra is an equal opportunity employer