

Job description

Employer Overview:

Builterra is a “scale-up” virtual software company headquartered in Richmond Hill, Ontario, Canada. Our platform provides efficiency and standardization to Civil Engineering firms, general contracting companies, Municipalities, and government agencies during, prior and post the construction process.

Job Overview:

As a Sales Development Representative (SDR) you will be responsible for prospect/lead generation and prospect outreach. You will help design and execute on direct sales campaigns with your respective Account Manager(s). Your only goal as an SDR is to research, reach out, and book meetings for the Account Manager. As an entry level sales position at Builterra, you will have the opportunity to move up the sales ladder to Sales Representative within 12 Months.

What You'll Do:

- 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.

What We're Looking For:

- 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.
- Laptop, Internet and Cell Phone allowances

- Home Office Tax Advantages
- Benefits after 3 month probationary period.
- Opportunity to grow in a up and coming company.
- An effective, community-oriented workplace culture
- Multiple resources to ensure success.
- This is a remote position (Requires a Home Office) and will require a secure, private, professional looking space for Teams meetings and Phone Calls.

Security Requirements:

Please be advised that all accepted candidates for positions at Builterra are required to undergo and provide the following:

- Mandatory government screening (Including but not limited to background and Credit checks).
- A photocopy of Government Photo ID (to serve as proof of identity).

These requirements have been put in place to maintain a high level of security and ensure the safety of our organization.

Builterra is an equal opportunity employer.

Job Types: Full-time, Commission

Benefits:

- Casual dress
- Dental care
- Disability insurance
- Extended health care
- Life insurance
- Vision care
- Wellness program

Flexible Language Requirement:

- French not required

Schedule:

- 8 hour shift
- Monday to Friday

Supplemental pay types:

- Commission pay

Work Location: Remote