



<https://intscanada.com/job/business-development-representative/>

Business Development Representative

Hiring organization

INTS Consulting

Description

Business Development Rep
Programmatic Advertising

Date posted

2023-10-23

Grenis Media is a fast-growing media agency with an exciting work environment. Our business has boomed 200% over the past year and we have ambition goals for Q3 and Q4 2023. We are focused on delivering the latest advanced digital advertising solutions for businesses across a variety of B2B industries. As a BDR you will help align some of the latest technologically advanced advertising solutions to companies looking for a strategic media partner.

You will work to prospect and qualify new business opportunities and be Grenis' first point of contact. You will work closely with our senior sales staff to align relationships that help position Grenis Media as a long-term partner for expertise and quality advertisement development. A perfect BDR candidate is passionate about digital media and looking for an opportunity grow in a fast-paced company.

Responsibilities

- Research potential clients and identifying opportunities for Grenis Media.
- Assess a client's advertising requirements and successfully align sales opportunities.
- Manage leads, sales activity, and future opportunities in our CRM.
- Perform ongoing outbound sales calls to new prospects.
- Communicate internally with the sales team to help shape best practices for sales improvement and product development

Required Skills and Experience

- 0-2 years sales experience.
- Bachelor's degree or equivalent
- Goal oriented with a track record for meeting/exceeding expectations.
- High-energy, ambitious sales professional
- Excellent written and oral communication skills
- Strong understanding of lead generation and love for solving problems.
- Self- motivated independent worker that is driven to achieve success.

Perks:

- Attractive Base Salary + Bonuses + Uncapped commission
- Generous Paid Time Off (PTO) to make sure you get the most out of your work/life balance
- Team building events like golf, go-karting, BBQ's and more just for fun, along with an in-office pool table and foosball tables.
- Continuous mentorship from management and the experienced team at Grenis.
- Spiffs & Competitions
- Company Benefits

