



https://intscanada.com/job/sales-development-representative-2/

INTS CONSULTING - Sales Development Representative

Hiring organization

INTS Consulting

Description

Why join us

Working at Webware.io can accelerate your career and give you the opportunity to work within a fast-growing digital marketing company, with a welcoming and collaborative culture, that offers limitless opportunities for advancement and professional development.. We're a fast-paced, high-energy and growing team that loves what we do and all thrive on our ability to make an impact.

Date posted

2023-07-21

There are many benefits that come with working with us such as:

- \$55,000 On Target Earnings to start with no cap on earnings!
- Potential to double your salary and commission within one year of your employment.
- Uncapped commissions paid monthly.
- Comprehensive benefits package: Medical/Dental/Vision (no employee premium).
- True paid time off (get paid commission while you are on vacation!)
- Opportunity for position advancement based on consistent performance
- We offer extensive new-hire training, daily coaching, and support.
- Work for an exceptional management team who have all done the SDR role. If you are willing to learn, they will teach you

What you'll do

- Outbound phone calls to qualify leads and schedule product demos with Account Executives
- Meet Monthly targets and Quota
- Collaborate with Account Executives to create a seamless customer experience
- Managing and prioritizing a sales pipeline
- Hours of work: In Office Monday – Friday 8:30 am to 5:00 pm EST

What you'll need

- Comfortable cold calling, previous experience an asset
- Excellent verbal and written communications skills
- Strong time management and prioritization skills
- Extremely comfortable engaging with prospects
- Self-managing your work and collaboration in a highly organized and proactive fashion
- Being a trusted advisor, thought leader, and subject matter expert to prospects in relation to Webware.io's product
- History of excelling in competitive and high-pressure environments

About Webware:

Check out Our Vivid Vision: <https://vision.webware.io/>

At Webware, our goal is to help small businesses succeed in the modern economy. We provide the digital marketing services, tools, and support a small business needs to grow. From website creation to social media to lead generation, Webware is the most effective and affordable way for any small businesses to build and grow its online brand.

Job Types: Full-time, Permanent

Salary: \$40,000.00-\$60,000.00 per year

Benefits:

- Casual dress
- Company events
- Dental care
- Paid time off
- Tuition reimbursement

Schedule:

- 8 hour shift
- Day shift
- Monday to Friday

Supplemental pay types:

- Commission pay

Ability to commute/relocate:

- Toronto, ON M6G 2N4: reliably commute or plan to relocate before starting work (required)

Work Location: In person