



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

INTS CONSULTING - Sales Development Representative

Hiring organization

INTS Consulting

Description

A bit about us

Arlo is an award-winning global business with our HQ in New Zealand and offices in the UK and Canada.

Date posted

2023-05-16

We believe that human interaction is still at the heart of effective learning. Blending that philosophy with the latest e-learning tech, Arlo is fast becoming the preferred solution of choice for commercial training providers globally.

Arlo has been developed as the definitive tool to run a training operation, helping our clients save time, grow sales and transform the way their training is delivered. With customers in over 70 countries and processing over \$1B since conception, Arlo is the realisation of that vision.

That success is put down to a combination of super talented and passionate individuals, who never stop pushing the envelope, with the single-minded focus to make training management easy and accessible.

What you'll do

As the SDR your primary responsibility will be to assist in the initial stages of our pre-sales process. This will involve contacting leads and working with the wider sales team to qualify those leads and move them through the sales pipeline. The triaging you will be doing will focus approximately on 70% inbound triaging and 30% outbound phone calling. This is not a cold calling focused role. Ensuring prospects are triaged quickly and efficiently are key to the success of this position.

Responsibilities

You will be responsible for:

- Follow-up on inbound and provide appropriate information to foster relationships.
- Running outbound, targeted sales campaigns to identify new prospects and generate leads.
- Nurture leads until they become qualified and ready to book a demo with a Sales Consultant.
- Research prospects online and in social media platforms such as LinkedIn. Use the information to build a profile of the lead.
- Respond to live website chat enquiries and, in the process, identify and qualify hot prospects.
- Respond to general sales enquiries.
- Engage in relevant online forums to identify and reach out to new leads.
- Maintain detailed documentation and analysis of leads in our CRM.
- At times, you may be asked to deliver live online sales demos.
- At times, you may be asked to attend conferences where Arlo exhibits. (ATD Conference)

Experience & capabilities

Experience

- 1+ years experience in sales, marketing, or customer support.
- Outbound telesales specifically in the software industry would be an advantage.

Skills & qualifications

- Strong drive to achieve targets and thrives in a sales focused environment.
- Educated to degree level preferred but not essential.
- Strong analytical skills, with the ability to translate data into insights.
- Excellent communication and interpersonal skills.
- Intuitive software skills or an interest in software would be an advantage.

Personality

- Someone who knows how to have fun and interacts well on a personal level; team fit is important
- Comfortable in a small team environment where you need to move quickly.
- Self-motivated, enthusiastic and with a "can do" attitude.

Team

- Active social club and quarterly events with travel and accommodation budget.

Working schedule

- This is a full time role.
- Arlo does have a flexible WFH policy.
- The role will start as fully WFH. Upon Toronto office opening, then the ability to be in the office 2 days per week is a must.

Job Types: Full-time, Permanent

Salary: \$50,000.00-\$60,000.00 per year

Benefits:

- Flexible schedule
- Work from home

Schedule:

- 8 hour shift
- Monday to Friday

Ability to commute/relocate:

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

Education:

- Secondary School (preferred)

Experience:

- Sales: 1 year (preferred)

Licence/Certification:

- Work Visa (preferred)

Shift availability:

- Day Shift (preferred)