

Business Development Representative



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jul 01, 2024

Published : Jun 01, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

TouchBistro is looking for a **Business Development Representative** to join our Sales team in Toronto! Reporting to the Manager, Business Development, you will promote TouchBistro and generate relationships with restaurant owners and operators through prospecting and qualifying leads through cold outreach via phone, email and text.

Joining TouchBistro as a Business Development Representative, we are committed to providing you with a concrete foundation to develop your sales skills starting from day 1, kicking it all off with our Sales Bootcamp! You will have continuous learning opportunities through weekly 1:1 and coaching sessions with leadership to help you excel. We value hard work; consistent top performers will have opportunities to pursue growth within the Sales organization.

Your Day-to-Day

- Contact and qualify prospects through a high volume of cold calls, emails, and social media outreach
- Prioritize and organize the lead pipeline for maximum efficiency on a daily basis
- Leverage product features to potential clients to ensure they gain the most value from our offering
- Stay up-to-date with the competitive environment within the restaurant industry
- Ensure all sales activities are accurately recorded and tracked in Salesforce
- Work as a team to deliver the best customer experience at all times

All About You

- You have 1+ year(s) of experience in a sales/customer service oriented environment
- You have a track record of self-improvement, upward growth, and top performance with KPIs or quotas
- You are passionate about sales, the restaurant industry, SaaS and technology
- You are comfortable working in a hybrid work environment (2x a week in our Toronto office)

Nice to Haves:

- You have prior experience with cold calling; at least 50 dials per day and self generating your own leads
- You have spent 1+ year(s) experience in the restaurant industry

What We Offer

At TouchBistro, we are a diverse group of restaurant-obsessed, tech-loving people brought together by a mission to support the passion and success of restaurateurs. You can feel confident joining a fun, vibrant, and rapidly growing environment. You will be working alongside driven individuals who are passionate, innovative, accountable, collaborative, and respectful.

The Perks:

- Unlimited vacation
- Health, dental, and vision benefits
- Flexible health and wellness plan
- Parental leave & top up
- Employee Assistance Program
- Career progression & professional development
- Volunteer program
- Monthly lunches
- Flexible work arrangements
- Beautiful, brand new office space in the heart of downtown Toronto (our HQ)

About TouchBistro

TouchBistro is an all-in-one Point-of-Sale and restaurant management system that makes running a restaurant easier. We have powered more than 29,000 restaurants around the world, and we know that while passion is plenty in the restaurant industry, time and money usually aren't. Providing the most essential front of house, back of house and customer engagement solutions on one easy-to-use platform, TouchBistro helps restaurateurs streamline and simplify their operations, increase sales, drive revenue, and deliver a stellar guest experience.

TouchBistro believes in fostering an inclusive workplace where all individuals have an opportunity to succeed. Requests for accommodation due to a disability can be made at any stage of the recruitment process.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
