

Business Development Representative



Phone :

Web :

Job Summary

Vacancy :

Deadline : Oct 05, 2024

Published : Sep 05, 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

Must Haves:

- You have experience in sales OR the restaurant industry OR a call centre environment
- You are a Natural Relationship Builder – you have the ability to establish strong relationships and build rapport with prospects, fostering trust and loyalty, leading to increased sales conversions and customer retention
- You are Resilient – you are able to handle rejection and overcome obstacles with a positive attitude, maintaining motivation and focus in the sales environment
- You possess exceptional Communication Skills – both in verbal and written form, you can clearly articulate the value we can bring to a business, by actively listening to the needs and perspectives of owners & operators, and responding appropriately
- You are passionate about Self-Improvement & Career Growth – you are naturally curious; always seeking opportunities to learn and develop new skills to not only enhance individual performance, but also contribute to overall success and growth within the organization
- You are comfortable working in a hybrid work environment (2x a week in our Toronto office)

Nice to Haves:

- You have prior experience with sales and/or cold calling; in a high volume environment, self generating your own leads

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
- Professional Development
- Volunteer Program
- Monthly Lunches
- Flexible Work Arrangements

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
