

Business Development Representative



Phone :

Web :

Job Summary

Vacancy :

Deadline : Oct 23, 2024

Published : Sep 23, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

"Absorb, a SaaS company, is achieving remarkable 45% year-over-year growth without relying on Outbound Selling. Since joining just a month ago, I've been amazed by the talented Sales team's expertise in the LMS and eLearning space, driving our growth through Digital Marketing. But there's untapped potential. We're forming a dedicated outbound team of rockstars to hunt new customer segments beyond traditional channels. With my track record in building strong Account-Based Outbound teams, we aim to unlock Absorb's enormous potential. Join us in making Absorb history!" – Kim Brown, VP, Business Development

As a Business Development Representatives (BDRs) you will play a pivotal role in driving our growth by identifying and qualifying outbound opportunities. Leveraging your self-initiating resilience, work ethic, and self-awareness you will engage with prospects, create interest, and showcase the advantages of our Learning Management Solution. Your resilient and persistent approach to cold calling, coupled with effective time management and prioritization, will contribute to exceeding sales quotas and driving new bookings within assigned territories.

Join us in shaping the future of learning solutions and be a key player in Absorb LMS's success!

[Absorb Culture - Absorb LMS](#)

What you'll do:

- Source new leads through innovative outbound methods, demonstrating creativity in prospecting.
- Create and/or identify high-quality opportunities by discovering and qualifying outbound leads.
- Effectively communicate the Absorb value proposition to new prospects.
- Consistently achieve daily/weekly/monthly goals for calls, emails, prospecting, with a proactive outreach approach.
- Attain weekly, monthly, and quarterly pipeline goals, qualifying leads to appropriate criteria for overall sales success.
- Develop and execute weekly call plans and quarterly account plans, collaborating with the account team for strategic success.
- Identify and engage with sales opportunities, demonstrating a strong understanding of various industry issues and the role of an LMS.
- Maintain CRM tools with up-to-date client information and actively participate in team meetings and projects to improve processes and drive sales output.

What you'll bring:

- 1-3 years experience in a related role.
- Must be a team player and highly self-motivated.
- Excellent at being adaptable to change and switching priorities.
- The ability to deal with and thrive on objections and rejections daily.
- Proficient in conducting detailed data analyses and using metrics to drive business results.
- Very strong verbal and written communication skills.
- Interested in long-term career opportunities in SaaS sales.

Additional preferred qualifications:

- Proven ability to sell with a minimum of 1 year of experience. This can be in the service industry, field sales, door to door, retail or at an office
- Familiarity with Sales Engagement tools (Outreach, SalesLoft, Salesforce)
- Familiarity with Sales Prospecting tools (ZoomInfo, Lusha)
- Understanding of sales process and qualifying such as MEDDPIC, BANT, SPIN, Challenger

Technologies we use:

- Absorb LMS, Salesforce, Salesloft, ZoomInfo, Gong, Teams, etc..

Are you ready to become an Absorber?

What we offer:

- Fully remote-first work with flexible work arrangements
- Comprehensive Health and Wellness Benefits including retirement savings programs, eligibility for two different bonus plans, generous time off, comprehensive medical and dental benefits based on your country of location
- New Hire Equipment Allowance and monthly Flex Allowance to support your success
- Endless opportunity for career growth and internal mobility
- Employee driven DE&I programs
- Games room, meditation & yoga space, state of the art workplace for Absorbers in our Calgary office

Who are we?

Absorb Software is a remote-first company that provides online training solutions to leading organizations around the world. Absorb is a cloud-based learning management system (LMS) engineered to inspire learning and fuel business productivity. Our online learning platform combines forward-thinking technology built to scale as our customer's organizations grow. We empower learners to enrich their lives, workplaces and communities.

Our values are simple:

- **We achieve exceptional results by genuinely caring about each other and the work we do**
- **We're united, and we grow through our commitment to elevating continual learning!**

Absorb is proud to be an equal opportunity employer, we celebrate diversity and are committed to creating a safe and inclusive environment for all our people. All employment decisions are based on business needs, job requirements and individual qualifications. In the event a current Absorb employee would like to apply for this role they will inform their supervisor prior to submitting their application. Successful candidates for this position will be subject to pre-employment background screening, including a criminal record check and must be able to show proof of legal eligibility to work in the country they have applied to without sponsorship. Should you require any accommodation during the recruitment process, please indicate this on your application and we will work with you to meet your accessibility needs. For any questions, please contact us at accessiblecareers@absorblms.com

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Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
