

**Business Development  
Representative**



Phone :  
Web :

**Job Summary**

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Vacancy :  
Deadline : Oct 24, 2024  
Published : Sep 24, 2024  
Employment Status : Full Time  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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### Meet Benevity

Benevity is the way the world does good, providing companies (and their employees) with technology to take social action on the issues they care about. Through giving, volunteering, grantmaking, employee resource groups and micro-actions, we help most of the Fortune 100 brands build better cultures and use their power for good. We're also one of the first B Corporations in Canada, meaning we're as committed to purpose as we are to profits. We have people working all over the world, including Canada, Spain, Switzerland, the United Kingdom, the United States and more!

To join our growing team, we're currently looking for a Sales Business Development Representative.

As a Business Development Representative at Benevity, you will play a crucial role in expanding our impact and reach by generating qualified opportunities for the sales team. This includes leveraging various tools to generate and qualify leads, reaching out through emails, cold calls, and social media, and effectively presenting the unique value of Benevity's solutions. Your role is pivotal in brainstorming and developing innovative solutions that enhance our offerings and drive meaningful social action.

We're looking for someone with a BDR/sales background, a hunger to grow into a sales role, a passion for the tech industry, and the enthusiasm to connect with people and communicate our mission. If you're excited about making a real difference in the world, we'd love to have you on board. Join us in our journey to empower some of the world's most influential companies to use their power for good, and be a part of a dynamic, purpose-driven team that believes in creating a positive impact on a global scale.

### What you'll do:

You will be in charge of developing mainly our portfolio of clients. After initial training, your main objective will be to expand our operations in various regions.

Among other tasks, you'll be involved in the following activities:

- Generating leads with well-qualified prospects through different tools and resources
- Contacting new leads in companies, via cold calls, email and social networks
- Qualifying those leads before passing them on to the Sales team
- Presenting our solution and its benefits in meetings
- Brainstorming on new solutions to further develop our offering on Employee Volunteering, Corporate Giving and Impact Reporting

### What you'll bring:

- Have a proven track record as Business Development Representative, or a similar Sales role, a passion for entrepreneurship and for reaching out to people to present a service/ product
- Be fluent in English. Any other language is a plus
- Have a bachelor degree in management, administration, marketing, international relations or a related field

### Discover your purpose at work

We're not employees, we're Benevity-ites. From all locations, backgrounds and walks of life, who deserve more ... Innovative work. Growth opportunities. Caring co-workers. And a chance to do work that fills us with a sense of purpose.

If the idea of working on tech that helps people do good in the world lights you up ... If you want a career where you're valued for who you are and challenged to see who you can become ...

It's time to join Benevity. We're so excited to meet you.

### Where we work

At Benevity, we have developed a Community First approach that we design our people's experience around with goals to build a strong community and culture, achieve stellar execution of our business goals and social mandate, and ensure Benevity-ites thrive. For those who live within a reasonable commuting distance to an office, we can split our time working in the office and from home to optimize the opportunities of both, with the requirement that we spend at least 50% of the time in the office.

### Join a company where DEIB isn't a buzzword

Diversity, equity, inclusion and belonging are part of Benevity's DNA. You'll see the impact of our massive investment in DEIB daily — from our well-supported employee resources groups to the exceptional diversity on our leadership and tech teams.

We know that diverse backgrounds, experiences, skills and passions are what move our business and our people forward, so we're committed to creating a culture of belonging with equal opportunities for everyone to shine.

That starts with a fair and accessible hiring process. If you want to feel seen, heard and celebrated, you belong at Benevity.

Candidates with disabilities who may require accommodations throughout the hiring or assessment process are encouraged to reach out to [accommodations@benevity.com](mailto:accommodations@benevity.com).

[Apply for this job](#)

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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