

Phone :
Web :

Job Summary

Vacancy :

Deadline : Sep 22, 2024

Published : Aug 22, 2024

Employment Status : Remote

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Salesfloor is an award-winning virtual selling platform that combines clienteling, virtual selling and mobile point of sale tools. Store associates use Salesfloor to deliver personalized and convenient experiences for customers on any channel through live chat, video calling, e-mail, SMS and more.

Today, 45,000 product experts from stores around the world have driven more than \$2 billion in sales (USD) using Salesfloor. Salesfloor is redefining the role of today's associate to drive sales and differentiate the customer experience.

Founded in 2013 in Montreal, Canada, Salesfloor is a profitable company on a mission to unlock the power of today's omnichannel sales associates by connecting them with shoppers online and in-store. Our team of "Salesfloorians" believe that associates are product experts, trusted advisors and social influencers for customers in their local communities. In today's omnichannel world, retail chains have a unique opportunity to leverage their biggest competitive asset: their people.

Overview:

We are looking for a full-time permanent **Business Development Representative** to own the Salesfloor experience. In the role, you'll be the first touch point on all inbound and trial leads coming through the website. We're looking to bring on an organized, strategic and hungry sales development rep who's excited about hitting monthly pipeline targets and directly impacting overall revenue goals. In this fast-paced role you will get hands-on experience working with some of the largest retail brands in the world.

What you will be doing:

- Qualifying inbound leads to create pipeline for Account Executives
- Identifying and engaging ideal customers
- Building sales messaging & sales cadences for efficient and effective sales outreach
- Partner with Account Executives on account strategy and outreach
- Conduct client discoveries
- Generating feedback from customers to continuously strengthen the product
- Work closely with the marketing team to align on top of funnel sales activities surrounding marketing initiatives
- Manage Salesforce and account lists.

Perks:

- Sane working hours (with flexible scheduling).
- The team is small and agile, so you will have a direct impact on the product, but big enough that you are never alone.
- While our office in Montreal is available to everyone, a flexible work from home program is currently the norm.
- Health care and dental coverage for all full time employees (Blue Cross)
- Everyone at Salesfloor is agile, engaged and ready to contribute to impact the growth of our business.
- Seasoned employees, new hires and founders all work together and help each other every day.
- Founders and leadership team have a proven track record for successful start-ups and previous exits.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
