

**Business Development
Representative**



Phone :

Web :

Job Summary

Vacancy :

Deadline : Sep 30, 2024

Published : Aug 30, 2024

Employment Status : Full Time

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Vention helps some of the most innovative manufacturing companies automate their production floor in just a few days. Vention's [online-first manufacturing automation platform \(MAP\)](#) enables its clients to design, automate, order, and deploy manufacturing equipment directly from their web browser.

Vention is headquartered in Montreal, Canada, with offices in Berlin and Boston, and is used in over 3,000 factories on 5 continents. As one of [Canada's Most Admired Cultures](#) and [Great Place to Work](#), we are a performance driven culture that cares deeply about happiness. We like ambitious goals, facts & data, and constructive debates. But at the same time, we know that we can't repeatedly push ourselves if we are not surrounded by an uplifting and caring work environment. Those two sides of our culture, feed each other and are safeguarded with the same level of attention. Our [values & principles](#) include:

- **We make our clients successful** - we look at ourselves from the customer's point of view and strive to create an exceptional customer experience
- **We execute and deliver** - we set ambitious goals for ourselves and are energized about meeting them
- **We debate, then commit** - we challenge our own perspectives and ideas in pursuit of the best solutions
- **We innovate to inspire** - we value innovation in products, user experiences, and business practices
- **We collaborate to achieve more** - we work as one team to achieve more than we would on our own
- **We empower our people to reach their full potential** - we hold ourselves to high standards but know when to celebrate progress & achievements

Job Description

Are you ready to jump-start your career with one of the fastest growing technology companies in Montreal? Do you thrive by being surrounded by incredibly smart and driven people that push you to be better? Are you hard working and hungry to constantly learn? If the answer is yes, then we need to talk!

Vention is looking for Business Development Representative (BDRs) to begin a career with our amazingly successful sales team. Join us, to kick start your career and learn the craft of selling.

Our BDRs are the first point of contact for all new prospects to discuss Vention's products and services. This role is critical to the business as the team's goal is to have engaging conversations with our future clients to discover their challenges, their requirements, and help them determine the most appropriate Vention solution for their needs.

In this role, you will:

- Source new revenue opportunities by educating our inbound leads and prospects about Ventions productized Applications
- Conduct high volume outbound prospecting (average 100 calls and emails per day) to qualify leads and prospects. You enjoy making contact with people and are not in any way afraid of outbounding to ideal customer profiles, and convincing gatekeepers and colleagues to refer you to the ideal persona.
- Qualify prospects' needs and challenges, and effectively map them to Ventions offerings
- Set up highly qualified meetings with senior sales experts
- Work closely with account executives and marketing to implement strategy and process
- Become an industry expert and develop product mastery
- Consistently meet (and exceed!) monthly and quarterly booking and pipeline generation targets
- Conduct yourself professionally and cast Vention in a positive light
- Build long term and strong relationships with clients
- Report on a weekly basis your metrics, performance and results
- Proactively look for ways to improve results and liaise with sales and marketing leadership to action those.

Qualifications

- 2+ years of related business development experience; ideally with a technical product (software or hardware)
- Bachelor degree in related field
- A proven record of high achievement
- Intellectual agility and natural curiosity
- Superb communication skills: written and verbal
- Be passionate, interesting and interested. Your natural curiosity and high energy is one of your key differentiators.
- The ability to work in a fast paced, challenging (FUN) technology environment
- Ability to learn and absorb material quickly
- "One speed energy" self motivated with a constant sense of urgency
- Attention to the details; organized and metric-driven
- Professional acumen

Additional Information

How We Take Care of You

- Flexible paid time off and remote work policies
- The BDR Team works from office 4 days a week and from home on Fridays. This is to promote team cohesion, coaching and sharing best practices.
- Complimentary beverages and snacks so that you are fueled and ready for your day
- Global comprehensive health plans so you feel your best
- Career growth opportunities. Your future matters.
- Fun-filled social events curated based on diverse interests for our team to celebrate together. From sponsored sports teams to trivia nights
- Time off to volunteer and give back to your community.

What to Expect in Your Interview

- Initial Call
- Meet the Team
- Challenge
- Decision & Offer

Commitment to Equal Employment Opportunity

Our culture is an uplifting environment for high achievers. The fast-paced, high-performance environment will give you the opportunity to build products, processes and strategies that will have a lasting impact.

When you join Vention, you join a team of professionals with a diverse variety of experiences, backgrounds, and perspectives. Together, we strive to nurture a supportive and inclusive work environment for all. We push each other to achieve extraordinary results and forge long term relationships as a result of the intensity and passion.

We're passionate about helping you do your best work. Claim your seat and find out what you can do!

If you're unsure if your experience perfectly matches our job posting, we encourage you to apply anyway! We are happy to chat and get to know you better while you can understand the role as well!

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
