

Phone :  
Web :

## **Job Summary**

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Vacancy :

Deadline : Sep 02, 2024

Published : Aug 02, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

## Job Description

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Hey you! ☺ Want to work for one of the fastest growing SaaS companies in the world? ☺

We're building the next generation of learning software that companies like AWS, Netflix, Opentable and L'Oreal rely on to deliver training ☺ We believe learning is for everyone, and that we all have something we can learn from each other. We rely on one another to continuously innovate our products and processes to create an exceptional experience for our employees, customers and partners.

Still not sure? We are a culture where values are at the center of everything we do. We also embody what we call the **Docebo Heart**. We trust our teammates, assume the best of one another, and also hold space for all the differences that make us better.

☺

So what are you waiting for? Apply today! Join 800+ global Docebians and change the way people learn.

Are you ready to be a part of the learning revolution? ☺

### About This Opportunity:

What if you could be a part of a company whose core purpose is rooted in making other organizations champions in their industry through world-class training and development? Docebo is looking for a self-motivated, ambitious, and passionate Business Development Representative who is interested in the team's goals, incessantly focussed on results, and has a glass-half-full mentality. This strategic BDR will target Enterprise accounts in North America.

As a Business Development Representative, you will work directly to fuel Docebo's growth by developing a deep understanding of our product offering, identifying target accounts and prospects, and using lead-gen tools to proactively engage prospects with personalized outreach. Docebo is looking for a go-getter; we welcome out-of-the-box thinkers who can use their creativity and hustle to get in front of the right people and establish trust quickly.

### Location: Toronto, Ontario (Hybrid - Tuesday & Wednesday in office)

### Responsibilities:

- Identify ideal target key stakeholders from Ideal Customer Profile (ICP) accounts that might benefit from learning about Docebo
- Leverage existing, and create new compelling messaging to drive engagement with target prospects and create interest in discussing Docebo's offerings
- Contact potential clients via outbound calling; establishing rapport, questioning, listening, matching and closing opportunities
- Provide a stellar, world-class experience to Inbound prospects who are looking to understand how Docebo can help their teams excel at building a culture of Learning
- Manage your time effectively, own your calendar and dedicate time for the most important tasks that you will need to execute to reach your goals
- Your ultimate goal is pipeline generation through successful adoption of all the previously listed responsibilities, adding fuel to the Docebo growth engine and growing with the business both personally and professionally

### Requirements:

- Ability to qualify, pre-call plan, structure and control calls
- Self motivated and goal/target driven
- Exceptional communication, analytical and problem solving skills

### Preferred Requirements:

- 1+ year in a customer-facing role: Retail, Hospitality, or other
- 1+ year of Inside Sales or Call Center experience
- 1+ year in a Demand Generation or Marketing Function
- Previous Enterprise BDR/Sales experience is a bonus!

### Hybrid Office Model ☺

We believe when people are together, they develop deeper relationships and accelerate innovation. Because of this, all Docebo employees worldwide are "hybrid." We encourage in-person collaboration while supporting work-from-home when employees need dedicated focus time, allowing Docebians to do their best every day. Each team leader is able to decide how often their teams come into the office, considering the needs of the team and the employee's needs. Our Talent Acquisition team will let you know about the role you are applying for and the hybrid details during the first interview.

### About Docebo ☺

Here at Docebo, we power learning experiences for over 3000 customers around the world with our easy-to-use, AI-powered Suite designed to close the enterprise learning loop. We have successfully achieved 2 IPOs ([TSX: DCBO](#) & [NASDAQ: DCBO](#)), been recognized as a Top SaaS e-learning Solution, and are growing exponentially in the process.

Docebo is a global company with offices in North America, EMEA, APAC and more. Our people believe in six core values, simply defined and manifested in everything we do - **Innovation, Simplicity, Accountability, Togetherness, Curiosity, and Impact**. If this sounds like you, now is your time to join one of the fastest-growing learning technology companies on the market. Apply today!

Docebo is an Equal Employment Opportunity employer. We are committed to diversity and inclusion in our workforce. All qualified applicants and employees will receive consideration for employment regardless of their race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, citizenship status, age, disability, genetic information, or any other category protected under applicable law.

Any individuals requiring a reasonable accommodation to assist with their job search or application for employment should send an e-mail to [recruiting\\_accommodations](#)  
(at) [docebo.com](#). The e-mail should include a description of the requested accommodation and the position you're applying for or interested in.

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**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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