

Business Development Representative – Fiix New Business



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jul 12, 2024

Published : Jun 12, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Rockwell Automation is a global technology leader focused on helping the world's manufacturers be more productive, sustainable, and agile. With more than 28,000 employees who make the world better every day, we know we have something special. Behind our customers - amazing companies that help feed the world, provide life-saving medicine on a global scale, and focus on clean water and green mobility - our people are energized problem solvers that take pride in how the work we do changes the world for the better.

We welcome all makers, forward thinkers, and problem solvers who are looking for a place to do their best work. And if that's you we would love to have you join us!

Job Description

About Fiix

Fiix is on a mission to build better maintenance teams by connecting customers to the tools, resources, and technology they need to join the future of maintenance.

About the team

As a Fiixer, you will work in a caring and collaborative culture, alongside people who are passionate and purpose-driven. You'll have the support you need to grow, achieve your professional goals and develop your career for the future.

You'll work on challenging projects, develop your expertise and pursue leadership, within and outside of your role. Plus, there are tons of opportunities to make an impact! Take paid time off to volunteer in your community, join an ERG or mentor other Fiixers. Best of all, you can work remotely or come and experience our awesome office.

Reporting to the Manager, Business Development - as a Business Development Representative, you will be the backbone of our sales process and will develop and qualify new revenue opportunities. You'll work with Sales, Customer Success and Marketing teams to develop targeted strategies and messaging to lead opportunities for new business and expansion accounts. Success in the role will be largely determined by tenacity and rigor.

What you will do:

- Understand and deliver Fiix's value proposition and present the value of our solution to meet individual customer needs.
- Qualify prospective customers through asking probing questions to uncover their pains to see if Fiix would be a good fit.
- Establish relationships with potential customers and positively represent Fiix and our product.
- Hunt new business opportunities to fuel the sales pipeline.
- Research, build and expand new accounts by building a contact portfolio through B2B account prospecting strategies.
- Work in a metrics driven environment with achieving quotas of qualified opportunities, pipeline attribution, and closed business.
- Promote solutions and present the value of a product to meet individual customer needs.
- Assist Account Executives/Account Managers in developing their account plans through targeted research gathering.
- Conduct high-level product conversations with senior executives in prospect accounts.
- Ensure accurate and up-to-date customer interactions are captured in the CRM (Salesforce).
- Participate and collaborate on projects to increase overall team efficiency.
- Stay on top of industry trends and share best practices within the team.
- Coach, mentor and help to onboard new team members in partnership with the Manager, Business Development.

Basic qualifications

- Education: Technical school work (over 1 year)
- Legal authorization to work in Canada is required. We will not sponsor individuals for employment visas, now or in the future, for this job opening

Preferred Qualifications

- Typically requires 2+ years of business development experience working with both an inbound and outbound sales process
- 3+ years of progressive quota carrying experience with a proven track record of exceeding targets in the B2B software space
- Strong understanding of relevant sales methodologies and best practices

Our Benefits

- Health Insurance including Medical, Dental and Vision
- 401k
- Paid Time off
- Parental and Caregiver Leave
- Flexible Work Schedule where you will work with your manager to set a schedule flexible with your personal life.

This position is part of a job family. Experience will be the determining factor for position level and compensation

We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender, gender identity or expression, or veteran status. We are proud to be an equal opportunity workplace.

#LI-Hybrid #LI-MR2

We are an Equal Opportunity Employer including disability and veterans.

If you are someone with a disability and you need assistance or a reasonable accommodation during the application process, please contact our services team at +1 (844) 404-7247

We are an Equal Opportunity Employer including disability and veterans.

If you are an individual with a disability and you need assistance or a reasonable accommodation during the application process, please contact our services team at +1 (519) 618-4899.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
