

Business Development Representative – Hybrid



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jul 01, 2024

Published : Jun 01, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Info-Tech is one of the world's fastest-growing IT research and advisory companies, proudly serving over 30,000 IT professionals. We are looking for Sales Development Representatives to join our team.

Why join us?

We are a growth-focused, entrepreneurially-spirited company that has consistently achieved YoY growth in our 25 years of operation, including double-digit growth amid a global pandemic. We are especially proud to be in the Top 3 on LinkedIn's Top Companies List in Canada.

When you join Info-Tech you get access to unlimited opportunities for professional growth and development in your field of expertise or areas you are interested in. We promote learning to help you be a better professional and we will also pay for some of those certifications.

What will you do?

- Prospect for new leads and qualify marketing-generated leads
- Create sales opportunities by generating appointments for the wider Sales team
- Schedule sales presentations for Senior Account Executives
- Learn from our Sales Leadership, then utilize competent selling and influencing skills to set up qualified appointments
- This is an introductory role; success in this role may lead to increased responsibility and the opportunity to manage a sales territory independently.

What are we looking for from you?

- Intellectual agility and curiosity: Willingness to continually learn about the product and our customers.
- Excellent communication skills: Ability to interact with individuals at all levels of the organization.
- Active listening skills: Ability to listen and respond to a customer in a manner that improves mutual understanding.
- Organizational/time management skills: Work independently and be intrinsically motivated.
- Persistence and resilience: Demonstrate consistent tenacity in managing the appointment booking process and successfully overcomes setbacks and disappointments; uses creativity and innovation to address challenges and obstacles.
- 1 year of retail, customer service, or professional experience preferred.
- A Bachelor's degree

What do we offer you?

- Comprehensive benefit coverage
- Generous time-off policies with summer hours and a winter holiday break
- RRSP matching
- Funding for professional development and training
- An employee scholarship program
- Service length awards including travel and time off
- Buy a book program
- Onsite gym, golf simulator, company fun day and so much more!

Remote/In Office Policy

• This role will require you to be fully on-site in Toronto, ON, Canada. The Toronto Office is located at 888 Yonge St in the iconic Masonic Temple (also known as The Concert Hall), which was most recently home to MTV Canada and previously hosted famous rock bands like the Rolling Stones and Led Zeppelin.

Info-Tech Research Group of companies is an equal opportunity employer committed to diversity and inclusion and does not discriminate on the basis of any legally protected status or characteristic including Minority/Female/Sexual Orientation/Gender Identity/Disability/Veteran and are pleased to consider all qualified applicants. To that end, upon request, ITRG will ensure, to the extent possible, that accommodation be made available to applicants throughout the recruitment and hiring process.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
