

**Sales Development
Representative**



Phone :

Web :

Job Summary

Vacancy :

Deadline : Jul 11, 2024

Published : Jun 11, 2024

Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

We're Hiring!

We're looking for brilliant thinkers to join our #Rocketeers. If you've ever wondered what it's like to work in a place where people enjoy their work and where talent is more important than the title, then keep reading.

What is ScalePad?

ScalePad is a market-leading software-as-a-service (SaaS) company with headquarters in 3 major cities of Canada; Vancouver, Toronto and Montreal. However, we are proud to say our employee reach is now global so we can best serve our partners all over the world.

Our success is no accident: ScalePad provides MSPs of every size with the knowledge, technology, and community they need to deliver increased client value while navigating the continuously changing terrain of the IT landscape. With a suite of integrated products that automate and standardize MSP's operations, analyze and uncover new opportunities, and expand value to clients, ScalePad is equipping the MSP adventure.

ScalePad has received awards such as MSP Today's Product of the Year, G2's 2024 Fastest Growing Product, and 2024 Best IT Management Product. In 2023, it was named a Best Workplace in Canada by Great Place to Work™. ScalePad is a privately held company serving over 12,000 MSPs across the globe.

You can contribute to our innovation and appreciate how your work is helping take this company to a higher level of operational maturity. More on that [here](#).

Your mission should you choose to accept it.

As a Sales Development Representative at ScalePad and be a pivotal force on the front lines of our sales team. Your mission: engage with prospective partners, schedule meetings, and drive the widespread adoption of our groundbreaking SAAS solutions designed for the MSP industry.

Responsibilities

- Initiate meaningful conversations with prospective clients via strategic cold calls and engaging emails.
- Discern and qualify leads arising from marketing campaigns, converting them into tangible sales opportunities.
- Understand client requirements and propose tailored solutions to meet their unique needs.
- Showcase the value and innovation that our company, Scalepad, brings to the table.
- Proactively seek new business opportunities in the market
- Set up meetings or calls between prospective clients and Account Executives
- Keep our Sales Manager informed on a consistent basis, reporting sales results on a weekly, monthly, and quarterly basis.
- Stay on the cutting edge by staying informed about the latest products, services, and innovative pricing/payment plans.

Qualifications

- Preferred experience as an SDR/MDR/BDR in the SaaS or tech industry
 - Tech-savvy, with proficiency in CRM systems (Hubspot) and sales automation tools.
 - A passion for continuous learning, showcasing a relentless desire to expand your knowledge and skills.
 - Strong work ethic and results-driven attitude.
 - Willingness and history of pushing yourself outside of your comfort zone
 - Strong planning, writing, presentation, and communication skills
 - Industry knowledge, particularly in MSP (Managed Service Providers), is a plus
- Perks, Perks, Perks.
- Mentorships by industry veterans with a 100% track record of industry success in funding and scaling software companies creates endless career opportunities
 - Training and professional development budget provided to help advance your career and skills (available every year to every employee)
 - World-class offices and facilities in downtown Vancouver, Toronto and Montreal, for locals seeking a hybrid experience
 - Brand new, top-of-the-line hardware, and equipment providing an ideal working environment either at home or in the office
 - A top of the line benefits package
 - Monthly stipend to assist with creating the best hybrid work experience.
 - Employee Stock Options provided to all eligible employees!

Work-Life Balance.

We love our #Rocketeers! We value their work and recognize that to be a great #Rocketeer you have to have a work-life balance. Our teams work on a hybrid model. This may mean working in one of our hub offices a few set days a week with your team or working remotely, whichever is deemed most beneficial for the success of the employee and specified role. Our goal is to provide the best work-life balance, whether that is in the office or at home.

Even while working remotely our teams are dedicated to staying connected throughout the day, so there is never a dull moment and you still feel part of the community, no matter where you are working from.

Dream jobs don't knock on your door every day.

ScalePad is not your typical software company. When we hire you, we aren't just offering you a job, but rather we are committing to investing in both you and your long-term career. You'll help shape how this modern SaaS company operates and make a genuine impact on the future of our people, product, and partners.

We invite all qualified candidates to apply. Please note, you must be eligible to work in Canada to be considered for this role. We thank you for your interest. However, only successful applicants will be contacted.

At ScalePad, we believe in the power of Diversity, Equity, Inclusion, and Belonging (DEIB) to drive innovation, collaboration, and success.

We are committed to fostering a workplace where every individual's unique experiences and perspectives are valued, and where employees from all backgrounds can thrive. Our dedication to DEIB is woven into the fabric of our culture, guiding our actions and decisions as we build a stronger and more inclusive future together.

Join us and be part of a team that celebrates differences, embraces fairness, and ensures that everyone has an equal opportunity to contribute and grow. Together, we're creating an environment where diverse voices are not only heard but also amplified, where everyone feels valued, and where we can all achieve our full potential.

Please no recruiters or phone calls.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
