

Business Development Representative

Pedestal is currently seeking a Business Development Representative in our downtown Toronto office (Queen and Broadview)

PedestalSearch.com is a search-first digital agency. It is our mission to help our clients build trust and drive growth online. This is your opportunity to work with acclaimed marketing technologists and creative digital strategists. We are a company founded by Ex-Googlers who helped build Google's core search platforms. Today, we work with top-rate clients with the mission of driving profitable traffic to our clients' websites.

We have an amazing team working out of a fully-renovated office in downtown Toronto alongside one of the Dragons from Dragons' Den who is a Pedestal Partner. If you think that you would be a fit and would contribute to our company and culture then we would love to hear from you.

JOB DESCRIPTION:

As a Business Development Representative your goal will be to generate new qualified quoting opportunities. You will be responsible for prospecting, qualifying and generating new sales leads, booking appointments and to support business development operations. You are a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including leads that will be provided to you, prospect lists, linked in, google searches and individual research. A dynamic, but thoughtful, personality with a drive to reach decision makers is essential for success in this role!

Your job will be to work with leads the company has already generated as well as to source your own (via targeted outreach). Your job is to create the lead and then probe, find and speak to the right person, generate interest, explain the solutions we can provide and then move the lead along the sales funnel. You will then be responsible for assisting the Business Development Manager in putting together a program for the prospect and assisting them through the sales cycle.

QUALIFICATIONS:

2 to 4 years in business sales with a proven sales record
Experience selling in a consultative manner and can drive conversations about search/digital in a compelling and understandable manner
Ability to educate prospects – leading to opportunities generated every week
Qualify prospects based on a given set of criteria
Comfort in communicating with prospects and counselling them towards solutions
Ability to successfully manage and overcome objections
Can organize and lead sales presentations to clients (small and larger companies alike)
Previous experience crushing sales quotas – you hit and exceed goals!
You are a pleasure to speak with
You are naturally curious
You have great energy that people gravitate toward
You are energized and excited about working at a small and fast-growing company
Passionate about sales, goal oriented and you are professionally persistent
Desire to grow with an organization
Persuasive, with a good judgment and a high sense of ethics and integrity
Self-motivated, dynamic and professional
Comfortable with software like Pipedrive/Base and other CRMs
Very good in using Ms Office and powerpoint/keynote
Strong communication skills to maintain close relationships and to build rapport quickly over digital communication channels and the phone. Excellent communication and English language skills (oral and written)
Very strong attention to detail
Quick on Your Feet – Value framing and making people feel comfortable comes naturally.
Strong organizational skills and the ability to multi-task, prioritize and meet deadlines
Ability to report on Sales KPIs

Preferred: Experience working in a professional Search Engine Marketing (SEM) role with an understanding or, even better, experience with pay-per-click on Google, Yahoo/Bing, Facebook. An understanding of SEO, Google Analytics and Google AdWords will be an asset.

PERKS:

Open office, friendly and collaborative environment
You will have the opportunity to see the entire sales cycle through from lead generation to close
Comprehensive Health/Medical Benefits Coverage
Exceptional growth and career advancement opportunity
An excellent position at a high growth company
Complimentary Snacks and high quality coffee / tea / lattes / cappuccinos

Team Lunches

Working alongside a Dragon from Dragons' Den

Travel to visit clients and/or to spend time in our Vancouver office

Awesome company offsite events

To apply please include:

→ Resume

→ Cover letter telling us why you're excited about this opportunity

→ Send an email to careers@pedestalsearch.com In your email include the subject "I'm Your Next Biz Dev Rep"