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# Sales Development Representative

Thornhill Ontario

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The position is located in Thornhill. The **Sales Development Representative** is expected to work on connecting with prospects that are interested in improving their business through software.

The individual is responsible for strategically developing new sales opportunities and is expected to reach business targets through excellent telephone sales and communication skills. The individual must be able to work both independently and in a team environment as our internal business processes encourage various departments to interact and problem solve together.

## Responsibilities

- Identify decision makers within targeted leads to begin sales process
- Ensure follow up with calls -to-action, dates, complete profile information, etc.
- Make outbound follow-up calls to existing customers via telephone and email cross sell and up sell
- Develop and nurture a pipeline in accordance with sales methodologies
- Handle inbound, unsolicited prospective calls and convert them into sales
- Enter new customer data and update changes to existing accounts in the corporate database
- Work in collaboration with the marketing team to qualify marketing leads and follow up to create new opportunities
- Attend periodic sales training where applicable
- Qualify new business prospects and build an active, high potential prospect list which will remain the property of the company at all times
- Attend scheduled meetings with reporting manager and ensure the calendar is booked to reflect all assigned tasks
- Maintain a high level of product and service knowledge
- Maintain a professional appearance, demeanor and attitude at all times
- Inquire about referrals from customers where possible

## Qualifications

- University or college degree in business, finance or related fields
- At least 1 year of sales experience
- Willingness to work within a flexible and collaborative team environment
- Microsoft Office: Word, Excel, Powerpoint and Outlook
- Strong written and verbal communication
- Strong organizational skills and ability to build and maintain relationships with customers
- Self-motivated, with high energy and engaging level of enthusiasm
- Ability to multitask and prioritize while remaining focused and organized
- Ability to travel: 20%

Please send all applications to [hrsupport@baass.com](mailto:hrsupport@baass.com)