



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:
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Job Board Posting



Careers.Indigenous.Link

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Business Development Representative

Job ID	95-CB-1A-D5-AF-C7
Web Address	https://careers.indigenous.link/viewjob?jobname=95-CB-1A-D5-AF-C7
Company	Prophix Software
Location	Mississauga, Ontario
Date Posted	From: 2022-03-11 To: 2022-09-07
Job	Type: Full-time Category: Office
Languages	English

Description

As a Business Development Representative, you will be involved in developing new prospects over the phone to generate qualified leads. You would be calling into your assigned territory, finding new contacts, utilizing CRM (Salesforce.com), building accounts and pitching Prophix software solutions.

Currently all employees are working remotely from home. When we implement our return to office plan in the future, Prophix will offer employees the choice for work arrangement: the opportunity to work from our office, remotely, or a combination of both/hybrid. We have invested in best-in-class tools, technology, and culture to ensure our team members are able to do their best work.

What You Will Do at Prophix

Navigating through various prospecting tools such as, LinkedIn, Outreach, Zoom Info etc.

Cold prospecting via Cold Calling, Cold Emailing and LinkedIn to engage potential Prophix prospects

Entering information and activities into Salesforce.com & Outreach

Generating qualified sales opportunities for the Regional Account Managers

Understanding the Corporate Performance Management (CPM) space and talk to prospects intelligently about Prophix's software solutions

Establishing and maintaining effective relationships with customers to gain their trust and respect

Develop a working knowledge of Prophix's solution to understand the processes of budgeting, forecasting, reporting, and more.

What You Will Bring to Prophix

To shine in this role, you will bring a rare combination of experience, technology skills, personal qualities, and education.

Required Qualifications

Post-Secondary Degree in Finance, Accounting or any Business-related program

Experience in an outbound sales environment (Cold calling, social outreach & email)

Proficiency and/or experience with a CRM as a user (Salesforce.com is an asset)

Skilled at using MS Office Suite programs including Word, Outlook, Excel and PowerPoint

Must be legally entitled to work in the country where the role is located. Must be able to travel to the United States, Canada and/or internationally, and have a valid passport

Preferred Qualifications

Strong telephone skills, outstanding customer service skills and a fast learner

Ability to interface professionally with a wide spectrum of customers including senior employees and executives

A lifelong learner who seeks improvement and feedback

Self-motivated and a competitive drive

Excellent problem solving with hyper organizational skills

Skilled at overcoming objections and as a result able to reach decision makers

Enhanced ability to structure verbal and written communications to influence and persuade stakeholders in the education and/or purchasing process

Your most important asset is your ability to be personable as well as persuasive, and to communicate convincingly over the phone

NOTES

Successful candidates might be required to undergo a background (work and education) verification with an external vendor.

We thank all those who apply, however, please be advised that only those candidates selected to move forward will be contacted.

ACCESSIBILITY

Prophix promotes a diverse, inclusive, and accessible workplace. By embracing diversity, we build a more effective organization that empowers our employees to be the best that they can be. We are committed to creating a working environment that is barrier-free and we are prepared to provide accommodation for people with disabilities.

We are an Equal Opportunity Employer. In accordance with the Accessibility for Ontarians with Disabilities Act (AODA) and Ontario Human Rights Code, Prophix will provide accommodation throughout the recruitment, selection and/or assessment process to applicants with disabilities. If selected to participate in the recruitment, selection and/or assessment process, please inform Human Resources of any accommodation(s) that you may require to any materials or processes used to ensure your equal participation.

How to Apply

Click "Apply Now"