



# Sales Development Representative

Would you like to join an innovative tech company? If so, Noratek Solutions has an opening for a Sales Development Representative to join our team! You'll be joining our team of dedicated professionals promoting CityReporter, our industry-leading enterprise inspection tool designed for local governments.

**To learn more about CityReporter, visit <https://www.cityinspectionsoftware.com>**

This is a SaaS (software as a service) sales role with a technical twist. You'll be required to:

- Learn and implement a modern sales process as outlined in Predictable Revenue, by Aaron Ross
- Learn and use marketing software like Infusionsoft, HunterIO, and AtomicEmail
- Generate, nurture, and engage inbound leads, then pass them to a senior account executive

This role will give you the opportunity to help shape the future of how local governments work.

**Position:** Sales Development Rep

**Date Posted:** Sept 2019

**Location:** Prince George, BC

**Schedule:** Mon – Fri, 8:00 am – 5:00 pm

## Responsibilities

- Become an expert in the use, set up, benefits, and value of CityReporter software
- Research local government departments to understand their pain points
- Build a database of outbound leads using marketing software (Hunter IO, Atomic Email)
- Write and test marketing emails that engage prospects and generate action
- Nurture and engage leads until they're ready to book a software demo
- Document and track all activities and sales pipeline progress in our CRM (Infusionsoft)
- Support the sales team and the client engagement team as needed

## Competencies & Skills

- Proficient with PCs and using Android, Apple, and Windows tablets / smartphones
- Efficient with Microsoft Office, internet research and various social media platforms
- Excellent communication skills including presenting, listening, writing and verbal skills
- Able to meet or exceed weekly goals including reporting appropriate metrics
- Able to quickly learn new processes, systems, industries, products and organizational hierarchies
- Working knowledge of sales pipelines and customer relationship management software
- Able to make dozens of phone calls per week and build rapport quickly
- Able to write persuasive emails that encourage readers to take action

**If you know any of the following knowledge, skills, and abilities, we'll consider that a bonus! If not, we are able to provide on-the-job training.**

- Knowledge of SaaS businesses and how their performance is measured
- Knowledge of online / digital marketing strategies and common metrics
- Knowledge of the Cold Calling 2.0 sales process
- Knowledge of marketing automation software

## Qualifications & Education

- Must have post-secondary degree or diploma in business, marketing, communication or related designation
- Excellent communication skills including presenting, listening, writing and verbal skills

## Compensation & Benefits

Be a part of a closely-knit team working with an innovative, industry-leading product in a bright and pleasant office downtown.

- Receive a competitive salary PLUS commission
- Join our excellent health and dental plan

Please email your resume to [hr@noratek.com](mailto:hr@noratek.com). Only those candidates that are short listed will be contacted.