

Business Development Representative (North America, Remote)

ABOUT US:

Socialsuite is an impact measurement platform that helps a diverse group of nonprofits and funders around the world measure their impact. Dozens of nonprofit organizations through large enterprises such as YMCA, Smile Train, Desert Aids, Second Muse, and the Salvation Army, use Socialsuite to confidently measure the social impact of their programs at scale. We are currently launching into the U.S market and you would be a key part of building and executing our go-to-market strategy.

WHAT WE ARE LOOKING FOR IN YOU:

- You are committed to a high standard of integrity and work ethic
- You are adaptable and can think on your feet
- When faced with new challenges, or tough conversations, failure simply isn't an option
- You're an excellent empathetic listener but can also be assertive and persistent
- Ability to hunt and prospect for targeted accounts within our Ideal Customer Profile
- Ability to speak with CEOs, Program Managers, other leaders within an organization, and ask intelligent questions
- Thrive on change while remaining highly organized, optimistic, and coachable
- Represent and demonstrate our company values, brand, and mission

YOUR DAY-TO-DAY:

- Inbound and outbound sales qualification, discovery, and conversion
- Qualify prospects based on their current challenges and needs using targeted and relevant questions
- Identification of ideal customers, their pain points and objectives
- Methodically qualify, build, and manage an accurate sales pipeline in Salesforce
- Editing sales documentation, decks, and building statements of work
- Be proficient at using a sales development platform to execute the outreach process, and access multiple buyers, consisting of phone, email, and social touches
- Meet or exceed qualified lead/demos quota and revenue targets every month
- Become an expert in impact and outcomes measurement - asking insightful questions, overcoming objections and understanding your client's needs will be critical to your success.

SKILLS AND REQUIREMENTS:

- Bachelor's degree
- Experience selling to non-profit organizations a plus
- 3+ years in a SaaS sales environment selling to SMBS and Enterprise customers

- Experience selling medium-to-long sales cycle deals an asset
- Formalized sales training and experience managing complex sales with multiple stakeholder groups and organizations
- Hands-on experience with sales-related software such as Salesforce, LinkedIn Sales Navigator, Seamless AI, and Mixmax email sequences
- Travel is required in this role 15 - 20% of the time (currently no travel required due to pandemic)

WHAT WE OFFER:

- Be a part of a global organization with teams in Australia, Canada, and the United States with processes already set up for remote working and collaboration
- Competitive salary, bonus, and benefits
- You'll be working in a business with a strong sense of purpose, with the aim of genuinely impacting the lives of its users and in turn the beneficiaries they serve
- We expect you to work at a sustainable pace, take time off as needed, and maintain a healthy work-life balance. Many of us have families and kids, so we work hard, but keep it real
- Role to be remotely based out of North America

Socialsuite is an equal opportunity employer and we value diversity at our company. We do not discriminate on the basis of race, religion, colour, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

To apply please send a copy of your CV to careers@socialsuiteq.com.