

Sales Development Representative



WHO ARE WE?

Machobear Studio is an established tech start-up based in Vancouver. We are the creators of liv.Rent, a platform that connects tenants with landlords (check us out at www.liv.rent and in the App store!). We are growing and on the lookout for a highly motivated Sales Development Representative to join our growing team. We are looking for someone with a strong passion to succeed, a sincere desire to offer clients the total solution, and want to work with a world class team.

WHAT YOU'LL BE DOING:

- Create a positive first impression with our prospective clients to ensure they have a world class experience with us from initial reach-out to closing the sale
- Follow up with warm leads, schedule appointments by prospecting and cold calling within a given target market to expand our client pipeline
- Engage in proactive business conversations with potential customers to generate interest in our product via targeted communication (email, social networks, and phone).
- Qualify inbound leads (from our website and marketing campaigns)
- Work closely with the sales, marketing, and development team
- Regularly follow up with decision makers to build relationships and generate new business inquiries

WHAT YOU BRING US:

- Previous lead generation or sales development experience, preferably in a high-paced SaaS or tech organization
- A proven track record of achieving goals, whether personal or professional
- Excellent written and verbal communication skills in addition to exceptional listening skills
- Proficient with computers and software with an aptitude to learn new software and technologies
- Experience working in a fast-paced, dynamic, and entrepreneurial environment
- A passion for planning strategic campaigns and driving lead generation
- A strong understanding of client's business needs and pain points
- Unparalleled skills when it comes to negotiation, problem solving, presentations and closing deals

WHAT TO EXPECT:

- Join a passionate and creative team that learns, collaborates, and succeeds together
- We offer a flexible work environment, as we understand the importance of work-life balance
- Refuel throughout the day with our fully stocked kitchen - we've got great coffee, lots of healthy snacks, and beer on tap
- Work in a bright and spacious open office space, with great natural lighting along the Vancouver Seawall. *Feel free to start fully remotely during the pandemic – or if you choose, our office is open for all employees with safety precautions in place*
- Bring your dog to work – we welcome all four-legged friends in our office
- Transit-accessible location, with plenty of great restaurants and cafes nearby
- We like to have fun! Join us for virtual Friday Happy Hours or (socially distanced) Wine Wednesdays on one of our two outdoor patios

Please note, only qualified candidates will be contacted.