

Job Title: Sales Development Representative

Department: Outside Sales

Location: Calgary

ComplyWorks Ltd. is a compliance management solution company with offices in Calgary, Toronto, and South Africa. As a global leader in compliance management, ComplyWorks actively works to bring innovative solutions to the marketplace, while retaining its focus on its clients. Since inception in 2004, ComplyWorks has continued to expand its offerings to cover the entire compliance lifecycle, from contractor management, through to workforce and worksite management.

Veriforce® is a recognized leader in delivering supply chain risk management and compliance solutions that help bring workers home safe each day. Our SaaS-based contractor management and compliance software solutions, along with our standardized safety training programs and library of over 400 training courses, empower leading organizations to drive safety and compliance down to the worker level and more effectively mitigate supply chain and regulatory risk. With the industry's largest safety and compliance network – comprised of 350 hiring clients, 25,000 contractor companies, 11,000 accredited safety trainers and authorized evaluators, and 1.5 million individual workers – Veriforce is relied upon for innovative risk management solutions that help connect safety-conscious companies with a safe and qualified third-party workforce and make job sites safer, more productive, and more efficient.

We are seeking a Sales Development Representative out of our Calgary office. Reporting to the Sales Development Manager, the Sales Development Representative's primary responsibility is to fill our outside sales funnel with well qualified, late-stage opportunities. As the first point of communication with our prospective clients, you will engage with both inbound and outbound leads to qualify leads, uncover needs, generate interest, and develop sales ready opportunities that can be transitioned to your outside sales partners. You will work closely Marketing and Outside Sales to develop territory plans and execute on our go to market strategy.

Job Functions

- Proactively prospect for new prospects via cold calls, emails, networking.
- Conduct market and prospect research using LinkedIn, Zoom Info, google, etc.
- Respond to, engage, and qualify inbound marketing leads.
- Clearly articulate key value propositions by prospect role and company industry.
- Overcome objections and generate interest in Veriforce solutions.
- Schedule introductory meetings (discovery/qualification) with prospects for the Outside Sales Reps.
- Log all activities and maintain detailed notes in Salesforce.com
- Participate in weekly plan and review sessions with the Sales Development Manager.
- Participate in weekly sales and marketing pipeline generation and key target strategy calls.
- Hit or exceed monthly qualified appointment quotas.

Required Skills

- 1-2 years of sales experience in development, inside or outside sales
- Must possess a high school diploma; some Post-Secondary Education preferred
- Excellent spoken and written communication skills
- Comfortable with cold calling and un-covering customer needs and demonstrating our products by phone
- Ability to apply product knowledge when recommending services
- Self-starter, confident professional with excellent interpersonal and communication skills
- Proficiency with Salesforce.com and other sales automation software
- Experience with business software applications such as Microsoft Office and G-Suite

The successful candidate will have to undergo a criminal record check as condition of their employment.

This position works out of our Calgary office. Given the current circumstances, employee will be temporarily working from home. As working conditions return to normal, we are shifting to a hybrid working arrangement.

Applying

Please email a cover letter and resume to careers-cw@veriforce.com with "Sales Development Representative" in the subject line. Position is open until it is filled.