

July 5th 2022

Job opportunity



Business development representative

We're looking for an enthusiastic, organized, self-starter to join edgehog's growing team as a **Business Development Representative**. We'll help you build your career in business-to-business sales while working in an exciting and collaborative environment where a range of new products are designed, engineered, and manufactured with identifying and addressing customers' needs in mind.

Who we are looking for

You have:

- a degree in business development or a relevant combination of a technical discipline with business experience.
- minimum 1 year of work experience in front-line B2B sales and sales support (sales of a product).
- experience working directly with external customers and/or suppliers and successfully balancing all stakeholder needs.
- a commitment to providing excellence in identifying and supporting customers and the experiences to prove it.
- strong interpersonal and customer relationship skills with the ability to influence decision makers at all levels.
- strong skills, aptitude, and interest in conducting market research and managing information.
- experience (and enjoy) working with software tools and technology, including CRM software, and MS Office applications.
- a phenomenal attitude and proven ability to work constructively with a team.

You are someone who:

- is committed to pursuing a career in sales and business development.
- enjoys and understands the technical but loves project and client management even more.
- picks up the phone proactively to talk with prospective clients and works to understand and exceed their expectations.
- is a persuasive communicator and can effectively facilitate discussions toward constructive results.
- listens intently and reacts with careful confidence and humility. You develop constructive relationships with all key internal and external partners.
- demonstrates a good judgement demonstrates effective decision making. You are motivated to get it done and also know when to seek help.
- likes to gather facts. You use them to help evaluate ideas and decide what's best for the product and the customer.
- works collaboratively, effectively, and efficiently.
- can effectively highlight issues to senior leaders, drive consensus and forge solutions.

- has the persistence and resourcefulness to overcome project obstacles and drive to resolution.
- can deal with uncertainty constructively and generate options for moving forward.
- wants to make a real and positive impact on the people around you and the world.

Responsibilities

As a **Business Development Representative** reporting to the VP of Product Development, you will be responsible for inbound prospect qualification, lead generation, professional community outreach, and CRM administration.

Specifically, you will:

- assist with hunting for new business opportunities to grow the sales pipeline, including reaching out to prospects by making outbound cold calls and managing email campaigns.
- provide a world-class customer experience to inquiries via multiple channels, including phone, website, and email.
- manage prospective client inquiries, including scheduling and leading discovery calls to determine edgehog / client fit and capture relevant prospect information.
- research and analyze tradeshow conference attendees to identify potential accounts for sales outreach and understand opportunities for edgehog to support their product development efforts.
- when required, attend tradeshows/conferences/meetups along with team members to represent edgehog within our professional communities and help connect with prospective clients.
- contribute to building new relationships within the business ecosystem to bring attention to edgehog
- administer and maintain meticulous records in our Customer Relationship Management (CRM) system, inputting and organizing new leads into the system and troubleshooting errors.
- source and manage prospecting lists.
- actively support and promote workplace health, safety, and wellness.

About edgehog

Edgehog is a growing company founded in 2018 in Montreal, Canada. Edgehog is commercializing the world's best anti-reflection technology platform based on a decade of development in research institutions. Attracting interest from multiple fields, including automotive, aerospace, optoelectronics, and solar industry, we are determined to tackle one of the most pressing issues facing our society: climate change.

We Appreciate character, honesty, self-awareness, bright thinking, empathy and optimism. We love working hard and believe in a good life-work balance. We challenge our employees with projects and responsibilities and provide growth opportunities.

Interested in Joining Our Team?

Our people are our single most significant advantage. We have a talented and motivated team looking for more great people to work and grow with. We've built a fantastic culture on a foundation of openness, collaboration, and integrity, which also makes for a great workplace.

What We Offer

At edgehog, you will have the opportunity to create your own experience, build the kind of career you want, and help build the kind of company you want to be part of. You'll be treated as a part of the team from day one.

You'll have the opportunity to be a key part of the customer journey, from first contact through to product delivery as edgehog works in all stages of the product development process.

We are believers in continuous growth. You'll have the opportunity to learn and grow, maybe more than any company you've ever worked with.

Friendliness and smarts are not mutually exclusive at edgehog. You'll work with a diverse group of world-class team members that are open, collaborative and friendly.

Edgehog is committed to building a diverse team and providing a safe and inclusive workplace. We are continually learning and growing, including in our efforts to improve diversity and build equity.

Employment Type: Full Time

Primary Work Location: Montreal, Quebec, Canada office. Must be able to commute to the office and attend industry events from time to time. Must be legally permitted to work in Canada. International travel may be required.

Annual Salary: Commensurate with knowledge, skills, experience, and local market conditions.

Interview Process:

- Phone screening
- Remote interviews with Hiring Manager plus one other stakeholder
- Remote (potentially in person) interview with 2-3 edgehog team members where you present on a past project
- Offer, subject to reference calls

How to Apply: If this feels like a role and place where you will thrive, please follow the link in this post to submit your application online.