

## **Sales Representative**

We need your help and talent to take Pulse Industrial sales performance to the next level of customer engagement and success. We are seeking a motivated, enthusiastic and talented individual who is comfortable and skilled in driving forward the sales business development funnel. You will research and target companies in our primary market territories, reach out and engage prospects and align those leads with further collaboration and engagement with our local account executives. Working closely with the rest of the sales and marketing teams, you will continue to refine and optimize the sales playbook to have an impact on our business growth strategy.

## **Key Accountabilities**

- Lead initial outreach to appropriate prospects in North American companies via cold calling, emailing, LinkedIn messaging, events, and social media outreach
- Work with our account executives for target account development assistance
- Use prospecting strategies to lead initial contact of prospective customers
- Identify the needs and goals of our prospects to ultimately set up a meeting with the territory account executive
- Ability to close sales
- Update your activities in our customer relationship management system

## **Desired Attributes and Experience**

- Bachelor's degree or 2 years related experience
- Excellent phone, writing and listening skills
- A relationship builder, a people person, and a strong team player
- A desire to learn new sales skills
- A results-focused person who loves to achieve their goals
- Knowledge and experience with SaaS software, AI, and IoT devices an asset

## **What We Offer**

- An amazing opportunity to help build an innovative and thriving business
- Direct, substantial, and fulfilling impact
- Learn how a high-performance sales organization works and be a part of the team
- Sales training in proven sales strategies

- Health benefits plan
- Unlimited vacation policy
- Competitive remuneration options including salary, commission, and employee stock options
- In Waterloo Office