



Insert paragraph about who the company is.

Insert paragraph about how fast you are growing and why you need to hire.

The Role

[Insert your company name](#) is hiring an Enterprise Business Representative (EBR). EBR's develop and qualify revenue opportunities for senior members of the sales team to pursue. This is a quota carrying role and candidates for this position must be highly motivated, tenacious, and self starters.

Does the idea of problem solving, process improvement and technology disruption in one of the [largest industries in North America get you excited?](#) Do you have outbound sales experience in the technology or call center industry?

Responsibilities:

- Create and prioritize strategic target account lists.
- Research and build "cold accounts" (i.e.: adding contacts, sending emails, cold calling).
- Demonstrate the components of the [insert your company name](#) platform over the phone and online.
- Generate new business opportunities to fuel the sales pipeline.
- Conduct high-level conversations with the Sales team on prospective new customers.

Requirements:

- A history of developing pipeline or making high-volume sales over the phone.
- Experience prospecting and cold calling to generate sales opportunities.
- Track record of exceeding sales quotas.
- Demonstrated analytical and problem solving skills.
- Demonstrated customer-facing skills, including expectation management, communication skills, information management.
- A university degree or college diploma.
- A well developed sense of humor.
- Experience working in the technology, [insert relevant industry](#) or call center industry.
- Experience using the [insert your CRM name](#) is an asset.
- Must be available to work on-premises in [insert location](#).

This is a unique opportunity to work in a rapidly growing, fast-paced organization with a seasoned management team who have been there before. We offer a casual work environment with our head office located in [insert location](#), [competitive compensation](#), [commissions](#) and a [comprehensive benefits package](#).

If you are highly motivated, energetic and seek the challenges; rewards of supporting a great product, serving customers and reaching your potential, we would like to hear from you.

Submit a resume and cover letter via email to [insert email address here](#)