

Sales Development Representative

Thoughtexchange empowers organizations to lead group discussions about things that matter. Leaders from all over North America inform critical decisions with powerful, patent pending analytics and visualizations supported by a world class service team. Millions of thoughts have been shared and rated on the Thoughtexchange platform and with a fresh round of financing Thoughtexchange is ready to scale.

As a Sales Development Representative you will be responsible for building relationships, providing value to leads and working with an Account Executive to convert high quality sales conversations into closed deals within existing markets and new verticals.. You will work in close coordination with other SDRs and Account Executives, but will also have opportunity for ownership and creative license to determine how best to do your part.

Responsibilities include:

- Lead generation including 1:1 email and phone communications with prospects
- Attending thought leadership conferences and following up with prospects
- Working very closely with an Account Executive to manage a pipeline
- Using Thoughtexchange for demonstrations
- Proactive management of prospect, event and content pipelines, initiatives and events

Skills & Experience:

- Previous sales or business development experience
- Previous experience with email content creation
- Pipeline management skills
- Group facilitation and/or speaking experience is a plus
- Highly organized
- Strong technology skills

About Thoughtexchange

- We provide software and services to let customers lead online group conversations with 5 to 50,000 people
- Our patent pending algorithms analyze our large volumes of collected data to provide deep insights for our customers, allowing them to make informed decisions
- We are a team of more than 100 inspired people
- We have closed more than \$18M of investment from some of Canada's top angel investors

We have offices in Vancouver, Port Moody, Rossland and Nelson and we support and encourage working from home. Salary, commission and equity in the company commensurate with skills and experience.