

Job Posting: Sales Development Representative

ABOUT YOU

You are looking for a fast-moving company with an amazing opportunity to learn, grow, and share in the success. SPRAYWERX TECHNOLOGIES is revolutionizing the approach to protective industrial coatings through the development and sale of its innovative ID-NOVA and ID-HVOF thermal spray solution products. Interested in helping to innovate the industry?

ABOUT SPRAYWERX

SPRAYWERX IS an innovative surface engineering company pioneering inner-diameter HVOF technology located in North Vancouver, BC, Canada. We deliver industrially proven, state-of-the-art thermal spray systems, equipment, and technology to organizations around the world, including the Oil & Gas and Aerospace markets.

ABOUT THE OPPORTUNITY

As a **full-time** Sales Development Representative at SPRAYWERX you will be responsible for finding and qualifying prospects for our innovative products and related services. You will work closely with the Leadership team to identify key target markets to pursue.

You are a passionate individual with a strong sales background who thrives in a fast-paced, client-centric, entrepreneurial environment. You are highly motivated, results-oriented and have a proven track record of exceeding targets.

Duties and Responsibilities

- Establish active communication and engagement with prospects to create new leads and sales openings
- Be the first point of contact for new business prospects and determine the next steps for each prospect moving forward
- Maintain a self-starter attitude while creating outreach strategies for new lead generation methods
- Research and recommend prospects for new business opportunities
- Monitor and attend meetings with prospects while handling the introductions and follow-up communication.
- Use our CRM to track all sales cycle activity, map progression, and measure pipeline metrics so as to ensure accurate and timely reporting and analytics.

Qualifications

- Bachelors Degree
- 2+ years of experience in a Sales Development/Lead Generator or equivalent role
- Experience in selling Industrial equipment a plus.
- Experience with using CRM tools such as Hubspot
- Start-up mentality a must; prior start-up experience a benefit.
- A true passion for customers – fanatical about getting them the right outcomes and becoming their advocate.
- Passionate, proactive self-starter that is self-directed and able to solve problems and execute independently.

- Excellent communication skills (fluent in English) and ability to influence customers, and spot opportunities to help.
- Strong process management skills; won't drop any balls!
- Hungry to develop their skills and take on more responsibilities quickly – our ambitious expansion plans mean we're looking for new leaders to help us grow.

Job Particulars

- Permanent Full-Time
- Salary + Commission.
- Immediate Start.

Submit Resume & Cover Letter to hr@spraywerx.com