



## **Business Development Representative R.O. Writer, a Constellation Software Company**

### **Description**

The Perseus Group, a division of Constellation Software (TSX: CSU), is seeking a Business Development Representative to join a newly acquired business, R.O. Writer. The position will be based in either the Markham, Ontario or Waterloo, Ontario office (position will be remote for the moment). The Business Development Representative will be joining the team at an exciting time as we continue to grow our business within the shop management software industry.

### **The Role**

You will source, screen, schedule and help us sign new customers and sell more to existing customers. Ideally the candidate is a natural “hunter” who enjoys looking for new opportunities and testing out new prospecting tactics. Leads are generated from our marketing engine, trade shows and word of mouth.

The BDR team sits between our marketing team and our Account Executives. BDR’s will work closely with both groups to facilitate new lead development and help Account Executives schedule and close deals.

### **What can you expect to do in the position?**

- Establishing and building relationships with decision makers of prospects
- Proactively following up with shop owners
- Developing in depth industry and product knowledge
- Scheduling and attending sales calls with ROW Account Executives
- Managing activities and data within our CRM

### **Qualifications**

- 2+ years of work experience in sales development (SDR, BDR, ADR or equivalent)
- Sales Acumen: Strong oral communication skills, advanced cold calling skills (managing the gatekeeper and quickly establishing rapport), lead conversations off-script, comfortably interact with mature business owners.
- Coachable mentality: appreciates and seeks out constructive feedback
- Analytical mindset: understands the value and insights from our metrics
- Strong experience with a CRM (Salesforce + Pardot preferred)
- Results driven, high energy, competitive

**Location:** Markham or Waterloo office (remote for now)

**Permanent, Direct Hire Opportunity**

If you are interested in this opportunity, please [click here](#) to send a resume to our HR team.