**Description**

The Perseus Group, a division of Constellation Software (TSX: CSU), is seeking a Business Development Representative to join a well-established business unit. The position will be fully-remote.

**The Role**  
As a BDR, you will cold call into target market and spark interest in our solutions. The ideal candidate is a natural hunter—curious, proactive, and eager to experiment with new prospecting tactics. The BDR team sits between our marketing team and our Sales 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?**

* Cold call into identified target market and update all the relevant information in Salesforce
* Identify interested prospects and collaborate with Account Executive team
* Establishing and building relationships with decision makers of prospects
* Developing in depth industry and product knowledge
* Managing activities and data within our Salesforce CRM
* Develop in -depth industry knowledge

**Qualifications**

* 4+ years of business development experience
* Strong experience with a CRM (Salesforce preferred)
* Sales Acumen: Strong oral communication skills, 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
* Results driven, high energy, competitive
* Interest in moving to an Account Executive role (involving some travel)

**Location:**Remote Canada

**Permanent, Direct Hire Opportunity**

**Salary:** $50,000-$55,000 base per year + quarterly commission = on target earnings of up to $80,000 per year

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