

Building the rent payment network for all and changing the way you pay rent!

We know paying rent by cheque is a huge pain so we simplify the process for both property managers and their tenants through our technology! We are disrupting the status quo of rental payments by making the transaction paperless and rewarding for tenants while creating a seamless process for our property management clients. Paying rent with RentMoola is better through our simple, flexible and secure solution.

We are seeing huge growth in our Canadian and U.S. markets, and know there is potential for much more: Last year over \$300 billion of rent was paid in the U.S. market by check and cash.

Our business and team continue to grow, and as such, we are seeking a Business Development Representative (BDR) to join our diverse, self-motivated, and supportive team.

YOUR ROLE

You're the voice of the company. As a BDR, you will be the first impression to our potential clients and the first part of our sales process to grow our business. You will be reaching out to prospective customers to introduce RentMoola and its services. You will set up demonstrations of our technology and participate in moving opportunities forward with our sales and partnership team.

You are an enthusiastic, positive, fierce dialer, who is looking to shine, while supporting your team, continuing to hone and advance your skills, and actively pushing the business forward every day.

YOUR TARGET RESULTS:

- Maintain a consistently high level of call activity in order to ensure daily, weekly and monthly Key Performance Indicators (KPI) are met and/or exceeded.
- Manage the front end of the sales process – working your call list to set up demonstrations
- Grow your skills and knowledge on inside/phone sales and on Rentmoola's products and solutions
- Maintain updated prospect data using Zoho CRM
- Effectively work across all departments to support clients.
- Report daily, weekly and monthly productivity to manager
- Perform other assigned tasks as requested.

THE SKILLS YOU'LL BRING:

- 1+ years' experience B2B Sales.
- A high degree of resiliency and internal drive.
- Excellent people skills – you enjoy engaging with people over the phone
- Must be a committed self-starter who has the drive to succeed in a high-energy team environment.
- Must have a persuasive nature and professional phone demeanor.
- Exceptional and effective communication skills (oral and written).
- University Degree (Sales related is a plus).

COMPENSATION

PROOF

- Competitive base salary
- Quarterly bonus on targets
- Company benefits program

Why Work Here?

- Exciting start up atmosphere with room to grow and develop
- Company health benefits
- Open and accountable environment
- 3 weeks' vacation
- Free snacks and monthly team lunch
- Company social events
- Deals and discounts from some of your favourite brands through our MoolaPerks program

INTERESTED?

Now is the time to join us as we focus on driving new revenue opportunities and grow our client base! We are interviewing soon - please send through your resume ASAP.