

Job Posting: Sales Representative

We're looking for dedicated B2B Sales Representative with a passion for telecom!

You will be responsible for lead sourcing and outreach to develop pipeline opportunities and qualify leads as sales opportunities. Your job will be to find and meet with new customers, assess and understand their needs, and introduce them to Revolve Technologies and our services. Your efforts will be directed at outbound calls to companies of all sizes, across North America. You will play an active part in building our Sales Team.

This is a permanent remote, work-from-home position requiring EST (Eastern Time) working hours.

ABOUT US

Revolve Technologies is a leading telecom procurement specialist. We help organizations stay connected and grow faster by finding, comparing, and curating the right telecom solutions.

With our global network of carriers, Revolve Technologies matches clients with the best technologies at the most competitive rates.

We provide telecom services like connectivity, mobility, IoT and UCaaS.

WE OFFER

- Strong professional development in a high-growth scale-up environment.
- A transparent and trustworthy company culture that appreciates independence and creativity.
- A small, supportive team that celebrates success together.
- Competitive base salary plus uncapped commission.
- An employee-first culture (including health insurance and four weeks paid vacation, starting the first year).

YOUR ROLE

- Engage with businesses through cold-calling and emails to introduce Revolve Technologies and the services that we offer.
- Qualify inbound leads and turn them into pipeline opportunities.
- Research accounts, identify stakeholders/decision-makers and generate interest about Revolve Technologies.
- Professionally and actively refer clients to Account Managers who will explore potential solutions to solve the client's pain points.
- Stay up to date with new products and services across multiple carriers.

QUALIFICATIONS & SKILLS

- 2-5 years of experience in B2B Sales in the telecom field with proven track record and business mobility experience.
- Deep understanding of wireless products for businesses within Canada or the USA.
- Fluent in English – communication skills, both written and oral.
- A WFH environment that allows for client confidentiality and professional video meetings.
- Autonomous and self-motivated, especially in a WFH environment.
- Open to new ideas and feedback.
- Resourceful and proactive in your lead sourcing approach.
- Experience with HubSpot CRM is a bonus.

Revolve Technologies is an inclusive employer dedicated to building a diverse workforce. We encourage applications from all qualified candidates and will accommodate applicant's needs under the respective labour law throughout all stages of the recruitment process.