

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.

This is a permanent remote, work-from-home position. You must be located in Canada or the United States.

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 supportive team that celebrates success together.
- Competitive base salary plus uncapped commission.
- An employee-first culture (including health insurance and four weeks paid vacation).

YOUR ROLE

- Engage with businesses through cold-calling and emails to introduce Revolve Technologies and the services that we offer, focusing on Unified Communications and Contact Centers.
- 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

- 1-5 years of experience in B2B Sales in the telecom field with proven track record.
- Deep understanding of Unified Communications and Contact Centers within Canada or the USA.
- Fluent in English – communication skills, both written and oral. Fluency in spoken French or Spanish is a bonus.
- A WFH environment that allows for client confidentiality and professional video meetings.
- Autonomous and self-motivated, especially in a WFH environment.
- 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.

Please submit your application at revolvetechnologies.com/careers