

## Business Development Representative

### About the job

**Employment Type:** Permanent. Full-time [5 days per week]

**Location:** Port Coquitlam, BC. Hybrid work option available

**Anticipated Start Date:** Immediately

**Salary Range:** \$60k base salary with opportunity for commission and bonus

### About Real Time Networks

Looking to start your career with an exciting, growing company?

Real Time Networks Inc is a Vancouver, B.C. Canada based company experiencing rapid growth and continued success in the marketplace. We build solutions that provide security, safety and real-time tracking for keys, assets, and people. Our products lead the Security industry and include KeyTracer key control systems, AssetTracer electronic smart lockers, and Workplace Safety location solutions.

### The opportunity

Reporting to the Vice President, Strategic Accounts, this position will be a key member of our Sales team and driving new business for the company. The Business Development Representative will be responsible for prospecting new customers and generating new business from within their designated territory or vertical.

### Responsibilities:

- Grow existing customer accounts by prospecting for potential customers using various direct methods such as calling and face to face meetings, and indirect methods such as networking.
- Qualify leads against company criteria for ideal customers and consult with customers about business challenges and requirements, as well as the range of options and cost benefits of each.
- Establish relationships with new customers and secure contracts with new customers that achieve assigned sales quotas and targets.
- Drive the entire sales cycle from initial customer engagement to closed sales. Ensure proper documentation and process through the Company CRM.
- Work with technical staff, product specialists and delivery team where required to proactively address customer requirements.
- Create and present sales proposals and presentations.
- Maintain a high level of relevant domain knowledge to have meaningful conversations with customers.
- Develop and maintain territory plans which outline how sales targets will be met on an ongoing basis.
- Identify sales support requirements and work with marketing to develop improve sales tools and plan and execute lead generation campaigns.
- Utilizing Company CRM, keep detailed notes on prospect and customer interactions and provide forecasts on best case and most likely sales volumes over relevant time periods.

**What you bring:**

- You pride yourself on professionalism and integrity and can be a positive representative of the company and its brand in the marketplace.
- You have outstanding English communication skills, both oral and written.
- You are self-motivated and driven.
- You can learn new technologies quickly and sell hi-tech products.

**Education and Experience:**

- Post-secondary education, preferably Sales, Business, or related field.
- Minimum 2 years of sales experience, preferably B2B experience.
- Experience with HubSpot or other CRM system is considered an asset.
- Experience with Smart Lockers Systems, Key Management Systems and/or Access Control Systems is considered an asset.

**Additional Requirements:**

- Legally authorized to work in Canada.

**Travel Requirement:**

- This role may require occasional travel to customer sites and/or tradeshow.
- Ability to travel within Canada/US/International.

**What we offer:**

- A competitive salary commensurate with experience and education.
- Opportunity for performance-based commission and bonus based.
- A comprehensive benefits program including extended medical and group insurance.
- RRSP matching and bonus eligibly after probationary period.
- Education Assistance benefits

**Diversity & Inclusion**

RTN is an equal opportunity employer who is committed to an inclusive and diverse workforce, equity in employment and fostering a barrier-free environment.

We strive to include perspectives from those that vary by race, national or ethnic origin, colour, religion, age, sex, sexual orientation, gender identity or expression, marital status, family status, genetic characteristics, and disability. If accommodation is required at any point in the recruitment process, please contact a member of our Recruitment Team.

**How to apply**

Send your resume and cover letter to [contact@realtimenetworks.com](mailto:contact@realtimenetworks.com) indicating **Business Development Representative** in the subject line. We strongly encourage applicants to apply as soon as possible, as we will review resumes and schedule interviews as they arrive. This position will remain open until filled.

Real Time Networks thanks all applicants for their interest and advises that only those selected for an interview will be contacted. No phone calls please