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## Sales Development Representative

### About the job

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

**Location:** Port Coquitlam, BC.

**Anticipated Start Date:** As soon as possible

### About Real Time Networks

Real Time Networks is transforming how organizations manage their critical assets through cutting-edge smart locker systems and intelligent key management solutions. We partner with organizations to solve complex operational challenges with technology that enhances security, streamlines workflows, and drives measurable efficiency gains. As a growing company at the forefront of smart asset management, we offer ambitious sales professionals the opportunity to make an impact while building a rewarding career.

### The opportunity

This position is focused on supporting the company's growth by identifying, engaging, and qualifying potential customers. Reporting to the CRO, the Sales Development Representative (SDR) plays a critical role in driving the initial stages of the sales cycle, ensuring a robust pipeline of prospects while also contributing to inside sales initiatives through the promotion and sale of Extended Service Plans (RCP). The SDR will gain foundational experience in sales strategy, customer engagement, and consultative selling while developing the skills necessary for future leadership in sales.

### Responsibilities:

#### Lead Qualification & Business Development

- 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
- 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 and tradeshow
- Maintain a high level of relevant domain knowledge to have meaningful conversations with customers
- Identify sales support requirements and work with marketing to develop and improve sales tools and plan and execute lead generation campaigns
- Create and present sales proposals and presentations
- Work with technical staff, product specialists and delivery team where required to proactively address customer requirements

#### RealCare Extended Service Plan (RCP) Sales & Conversion

- Engage existing customers who are not currently on a RealCare Extended Service Plan (RCP) and promote the sale of RCP. Drive conversion by identifying existing customers not on a plan and proactively selling the value of RCP to increase adoption
- Actively target non-RCP customers within the existing customer base, delivering consultative outreach to secure new RCP plan sales

### What you bring:

#### Education & Experience

- Post Secondary Education in Business, Marketing, Sales, or a related field preferred
- Minimum 1-3 years of proven inside sales experience, preferably in telecommunications, technology, or B2B services

#### Technical Skills

- Exceptional verbal and written communication skills in English with the ability to engage customers professionally via phone and email
- Comfortable making high-volume outbound calls
- Self-motivated with excellent time management and organizational skills
- Ability to build rapport quickly and maintain long-term customer relationships

**What we offer:**

- A competitive base salary and commission based on sales performance
- A comprehensive benefits program including extended medical and RRSP Matching
- 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 **SDR\_2026** 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