



Job Title: Sales Development Representative Internship (3 Months)
Reports to: Director of Business Development
Job Type: Full-Time
Location: CORE21 Building – 21 Simcoe Street South, Oshawa

ABOUT THE COMPANY

Do you want to work for a high-growth tech start-up? Do you want to be part of a driven team of entrepreneurs who are creating revolutionary marketing software for brands?

National ProStaff.com (“NPS”) is the leading social network for anglers, brands, tournaments, and outfitters in the outdoors industry. Fishing brands use NPS to recruit, manage, and highlight all their brand ambassadors in one place. Fishing enthusiasts and consumers use NPS to connect with other anglers, get sponsored by brands, and get valuable fishing information to make smarter buying decisions. National ProStaff recently won the Ignite Start-up Competition and has partnered with the top brands and elite pros in the fishing industry including Brent Ehrler.

JOB SUMMARY AND RESPONSIBILITIES

As a National Prostaff Sales Development Representative (“SDR”) you are a master of building pipeline (Sales Qualified Leads) within specific geographies and/or campaigns. You leverage emails, calls, and social selling tools available to introduce brands to the National Prostaff platform and sign them up. You love customer conversations, and are passionate about helping brands in the fishing industry take advantage of the NPS cutting-edge software to modernize their marketing efforts and help them recruit, manage, and highlight their brand ambassadors.

As a full-time SDR, you will work closely with the Director of Business Development and Director of Sales and Marketing to:

- Generate new business opportunities to fuel pipeline and growth in North America
- Collaborate with and leverage teammates in Sales to develop targeted lists, call strategies, and messaging to drive opportunities in regional areas
- Utilize business and industry knowledge to research accounts, identify key players, generate interest, create/identify compelling events, and develop accounts
- Perform outbound prospecting to companies via cold calling, email, marketing campaigns, etc.
- Learn and maintain in-depth knowledge of the National Prostaff product suite
- Manage, track, and report on all activities and results using Salesforce

JOB QUALIFICATIONS

- Recent grad or working towards a degree or diploma in a Business related program
- 0-2+ years of experience in Sales, Sales Development, or Operations.
- Cold-calling experience preferred
- Positive and energetic phone skills, excellent listening skills, strong writing skills
- Knowledge of business process, roles, and organizational structure
- A self-starter with a track record of successful, credible achievements
- Passionate about technology, business, and winning

- Proficient in using Salesforce and LinkedIn
- Excellent verbal and written communication skills
- An outgoing and engaging personality!
- Strong organizational and time management skills
- Ambitious, results-oriented and target-driven mentality
- Passion for the outdoors. We are an outdoors social network!

JOB PERKS

- Open and fun shared working environment/culture
- Free coffee, drinks and snacks
- Work in the coolest and newly renovated space in Downtown Oshawa (The Loft!)
- This position could lead to a part-time or full-time opportunity in the future

Please forward all applications (cover letters, resumes, etc.) to:

Sarah Keiper

skeiper@sparkcentre.org

We thank all those who apply, but only those selected for an interview will be contacted.