

BUSINESS DEVELOPMENT REPRESENTATIVE AT AWARD-WINNING STARTUP

- ➔ Are you a motivated relationship-builder, and consider yourself a "hunter"?
- ➔ Dream of being part of an award-winning Albertan startup with high growth potential?
- ➔ Want to make a difference in the lives of patients, doctors, and staff at clinics?

THE POSITION - Outbound Sales and Business Development

We're looking for an outbound sales professional to join our tenacious, forward-thinking team and hit the ground running! This is a full-time **junior** position with commission and the potential for significant professional growth - as well as influence on the direction of the team and company as a whole.

The role will be primarily focused on outbound sales and customer growth, but with opportunities to be involved in onboarding, customer support, marketing, and other aspects of the customer experience as well. Hitting targets, you can expect to bring in \$60,000-\$75,000 annually.

Day-to-day responsibilities:

- Complete 40+ outbound sales activities (cold-calling, emails) per day, booking discovery meetings
- Close deals and consistently meet competitive monthly targets for monthly new MRR
- Communicate effectively and professionally using a variety of methods (call, email, video call, LinkedIn, etc.)
- Create and present custom demos to prospective clients (via Zoom or other means)
- Actively utilize Hubspot CRM to manage prospects and to keep you accountable
- Be a trusted advisor to clinics by becoming an expert in the industry, the competition, and the Mikata product
- Collaborate closely with the sales team to make sure the whole sales pipeline is consistent and efficient
- Be independently responsible for personal growth, and be actively engaged in team discussions

REQUIREMENTS

- Be self-motivated, curious, and be able to learn quickly (hit the ground running!)
- Have 1+ years experience in a direct outbound sales (including cold-calling) and a track record of consistently closing deals and meeting targets
- Have impeccable written and verbal communication skills, with strong ability to build relationships remotely
- Understand and have experience using a CRM
- Be able to effectively work from home with high productivity
- Be quick-thinking and respectfully persistent
- Believe you would thrive in a rapidly changing start-up environment
- Have a team-oriented, positive attitude (and a sense of humour)
- Be familiar/experienced with the healthcare and/or tech industries (*preferred*)
- Have a bachelor's degree in a related field (*preferred*)

THE COMPANY: Mikata Health

Mikata Health is an award-winning tech start-up in Calgary, Alberta. We make it easy for clinics to provide outstanding care to every patient! We have big ambitions to build a world-leading company that transforms the experience of going to the doctor across Canada and beyond.

Our Company Culture and Values

- Making a difference is what motivates us to overcome challenges.
- We work hard for customers to see us as part of their team, and we always have their back.
- Data and evidence are key components for decision-making.
- Constant experimentation and learning is how we will become the best.
- Collaboration means actively providing ideas and input, and being open to receiving them from others
- We're in an industry notorious for its complexity and resistance to change... and we love that about it.
- We're on this rocket ship together - bring a positive attitude and let's have fun with it!

WHY SHOULD YOU APPLY?

- Top benefits
- Excellent growth and advancement opportunities
- Competitive salary plus commission
- Flexible vacation, work hours, and ability to work from home
- Join an incredible team that values company culture, growth, and happiness

HOW TO APPLY:

Please only apply if you meet the above qualifications. If you're interested, please send us your resume **and cover letter**, and tell us a bit about yourself.

Only applications with both a cover letter and resume will be considered for this role.

Job Types: Full-time, Permanent

Additional pay: Commission pay

Benefits:

- Casual dress
- Company events
- Extended health care
- Flexible schedule
- On-site gym
- On-site parking
- Paid time off
- Work from home

Schedule: Monday to Friday, flexible hours

COVID-19 considerations: *Due to COVID-19 our entire team is currently working from home and we will be following health authority recommendations for when we can safely return to our office in downtown Calgary.*

Experience:

- Healthcare industry: 1 year (Preferred)
- Selling SaaS (software as a service): 1 year (Preferred)
- Cold-calling and outbound sales: 1 year (Required)

Language: English (professional; required)