

BUSINESS DEVELOPMENT REPRESENTATIVE

About EyeQ

EyeQ is a dynamic, small, and growing profitable technology company founded in Calgary, AB Canada, however our remote-first, diverse team of 20 is located around the world. We're recognized as a world leader in the digital imaging industry, where we license our automatic photo correction technology to businesses around the world. We license enterprise-level software / SDK packages that bring cost saving and new revenue streams to our customers.

The Challenge Ahead:

Our team at EyeQ is now searching for a talented **Business Development Representative!** You'll be the advocate, and champion of the EyeQ brand, responsible for developing new business opportunities through inbound and outbound channels. As the first line of communication with prospects, you will have a strong understanding of the value our software provides, you'll excel at developing new relationships, building rapport, and setting our Account Executives up for success. As a Business Development Representative, your efforts contribute significantly and impact our new revenue goals.

What You Will Accomplish at EyeQ:

- Responding to all inbound leads in a timely manner with thoughtful, clear, effective messages.
- Research potential customers to gain insight and gather key information
- Leading introductory discovery calls with leads.
- Collaborate with our Account Executives and Director of Sales to help build world-class sales pitches
- Representing EyeQ and our values at trade shows and events showcasing our products to potential customers.
- Identify and engage the appropriate decision makers for new sales opportunities through outbound lead generation.
- You'll gain valuable sales experience through leading the sales process on our smallest product.

Your Personal Attributes Include:

- Ability to research information efficiently, gathering essential information on leads.
- Open, engaging and effective communicator with a great attention to detail.
- Relationship-builder and nurturer, utilizing multiple tools to engage, maintain and increase connection points.
- Team player, open to feedback and able to work on a distributed team for global customers.
- Great written and verbal communication.

- A self-starter and able to work well and stay motivated, working independently.
- Ability to understand and explain our technology and features to prospects and customers.
- Critical thinking, ability to identify quality leads, research and gather information and then pull data to put pieces together to understand a lead better

Your Track Record will include:

- Strong sales or lead generation experience in a B2B environment, with a proven track record connecting to decision makers and elevating relationships.
- Disciplined, self-aware, self-starter with ability to lead in an unstructured environment.
- Handles ambiguity well and acts positively and effectively in a fast-paced environment.
- Brilliant written and verbal communication in English (bonus points if you speak; French, Portuguese, or Spanish)
- Bonus points if you have experience or passion for photography and video

To apply to EyeQ, please send your resume to careers@eyeq.photos

EyeQ is an Equal Opportunity Employer committed to equal employment opportunity regardless of race, colour, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status. Reasonable accommodations may be made to enable individuals with disabilities to perform essential job functions.