



## POSITION DESCRIPTION

<b>JOB TITLE:</b>	Sales Development Representative (SDR)
<b>DEPARTMENT:</b>	Sales
<b>REPORTING TO:</b>	Senior Management

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### SUMMARY:

Nomad Nutrition is Canada's #1 plant-based (read: vegan) health food startup based in Burnaby focusing on manufacturing healthy, organic, plant-based dried ready-to-eat meals for the outdoor community and we cook everything in-house from scratch. We strive to provide our customers with the highest quality ingredients and optimized nutrition to feed their adventure. Integrity is at the core of what we do. We're not a big company, making money by telling people what they want to hear. We're wild souls and adventurers, like you, and we believe that there are some things -- a lot of things, actually -- that are more important than money. We are committed to good food.

Reporting directly to upper management, the Sales Development Representative (SDR) will be achieving the company sales objectives and vision in the North American wholesale and retail market by

### MAIN DUTIES AND RESPONSIBILITIES:

- Research and develop leads in the North American market
- Prospect leads into Qualified Opportunities by phone, email, or social media
- Set up meetings between Qualified Opportunities and Senior Management
- Work with marketing to develop collateral pertinent to sales
- Maintain relationship with existing accounts and process sales orders
- Sales presentations at expos and tradeshows
- Support management team in administrative tasks
- Support with other ad-hoc projects as needed.

### QUALIFICATIONS AND EXPERIENCE:

- At least 6-12 months experience in sales / sales development roles
- Strong business development and relationship building ability
- Must have excellent email and telephone etiquette
- Must have excellent organizational and time management skills
- Strong live presentation skills
- Fluent spoken and written English is a must
- Experience with CRM software is not necessary, but an asset

**JOB TYPES:** Full-time

**BENEFITS:**

- Casual dress
- Employee stock purchase plan
- Extended health care plan
- Flexible schedule
- On-site parking
- Paid time off
- Company discount

**SCHEDULE:** 8 hours shift

**ABILITY TO COMMUTE:**

- We are located at 7532 Conway Ave, Burnaby close to Edmonds Skytrain station.
- Reliably commute to work.