

Business Development Representative

Want to be a part of the leading edge of technology, collaborating with and supporting a team of innovative individuals making a positive impact on the world's energy management market? Are you a results-oriented individual? Passionate about creating and developing new opportunities while enjoying interacting with customers, with an added benefit of a remote position!

This might be the job for you!

Our Company

KG technologies is leading the world in developing high-quality latching relays and solutions to support the growth of the smart metering market. The company also engages in the EV market by supplying high reliability to DC Applications, which includes Electric Vehicles, EV power charging devices, DC power servers, energy storage and battery systems.

The Role

The Business Development Representative is a true self-starter responsible for the complete business development process, acquiring leads, vetting the company, outreach and development, and closing on the new account.

As the Business Development Representative, you approach challenges as opportunities, a true team-player with a high level of dedication. Cultivating new opportunities within our target markets, capturing their interest in KG's products, and offering KG solutions for the Energy Management Market.

Key Requirements

- Excellent communication and interpersonal skills, comfortable telephoning customers & prospects
- Bilingual - Fluency in English, plus French or German preferred
- Prior work experience in a BDR or Sales role, min 2 years
- Knowledge of sales performance metrics
- Ability to deliver engaging presentations
- Willingness to gain a strong understanding of the industry

Key Responsibilities

- Proactively seek new business opportunities within key markets
- Identify client needs and suggest appropriate products and services
- Manage CRM system, entering new customers' information and preparing quotations
- Representing KG Technologies at events throughout the year
- Stays up to date with new products, product features and services