



Job Title: Experienced Sales Development Representative (SDR)

Company Overview: Centrix Digital Solutions is a leading website design and SEO agency based in Toronto, Canada, specializing in empowering businesses across the life insurance, dentistry, pharmaceutical, beauty, and clothing industries. With over a decade of industry experience, we are dedicated to delivering innovative digital solutions that drive growth and success for our diverse portfolio of clients.

Job Description: Centrix Digital Solutions is currently seeking an experienced Sales Development Representative (SDR) to join our dynamic team. In this role, you will leverage your extensive industry knowledge and CRM expertise to drive revenue growth by effectively managing full pipelines and nurturing client relationships within our target industries. As a key contributor to our sales team, you will play a pivotal role in identifying high-potential leads, cultivating meaningful connections, and ultimately driving business success.

Key Responsibilities:

- Manage full sales pipelines by overseeing every stage of the sales process, from lead generation to conversion, ensuring a steady flow of prospects and opportunities.
- Utilize CRM software (e.g., Hubspot) to efficiently organize and track all sales activities, including lead follow-ups, client interactions, and deal progressions.
- Conduct strategic outreach efforts, including phone calls, emails, and linked-in engagement, to nurture client relationships and drive sales opportunities through the pipeline.
- Collaborate closely with internal teams, including sales, marketing, and client services, to develop targeted lead generation campaigns and optimize sales processes for maximum efficiency and effectiveness.
- Achieve and exceed ambitious sales targets by consistently converting leads into qualified opportunities and revenue-generating clients.

Qualifications:

- Bachelor's degree in Business Administration, Marketing, or related field.
- Minimum of 5 years of experience in a sales or business development role, with a proven track record of success in effectively managing full sales pipelines and nurturing client relationships.
- Good understanding of website design and Search Engine Optimization technical terminology and benefits.
- Good understanding of life insurance, dentistry, pharmaceutical, beauty, and clothing industries, with a demonstrated ability to identify and capitalize on sales opportunities.
- Proficiency in CRM software (e.g., Hubspot) and other sales productivity tools.
- Exceptional communication and interpersonal skills, with the ability to build rapport and establish credibility with clients.
- Self-motivated, results-oriented, and capable of thriving in a fast-paced, entrepreneurial environment.

Additional Details:

- This position is remote and requires the successful candidate to work 40 hours per week during 9:00 am to 5:00 pm EST, Monday to Friday.
- Regular attendance at team meetings and collaboration sessions will be required.

How to Apply: If you are an experienced sales professional with a passion for driving business growth and are eager to join a dynamic team at the forefront of digital marketing innovation, we encourage you to apply for the Experienced Sales Development Representative position at Centrix Digital Solutions. Please visit our career page and upload your resume to be considered for this exciting opportunity.

[APPLY](#)

Join Centrix Digital Solutions and take your career to new heights in the rapidly evolving digital marketing landscape!