



Road Information Management
and Communications

Position: Business Development Rep (Inside Sales)

Type: Permanent/Full time

Reports to: CEO

Serving over 200 municipalities, Transnomis Solutions specializes in advanced cloud-based road information management and communications solutions for municipal and regional governments. We are looking to accelerate the rollout of our recently launched geo-based Road Permitting Solution throughout North America, with an initial focus on Canada.

We are looking for a high energy and results driven Business Development Rep that will be responsible for managing multi-channel campaigns in their assigned territory.

You are passionate about making lasting customer connections, and a history of smashing your quotas.

You are outgoing, a persuasive communicator, outgoing and open to learning new things, and are looking for the opportunity to be at the ground floor of our rapid expansion.

You are passionate about surpassing customer expectations, outgoing and a great communicator, deadline driven, open to learning new things, and are looking for the opportunity to help be the author of our customer success.

Transnomis is a remote workforce, although we do meet in person at the Toronto offices monthly.

What you will do:

- Direct outbound prospecting for new qualified opportunities via direct calling, networking, e-mail, and online/social media (Linkedin) to build pipeline in your assigned territory
- Develop an understanding of the customer including goals, pain points, organization structure and decision-making process
- Work with Marketing to execute campaigns to increase qualified leads and manage your overall funnel metrics to consistently meet assigned monthly, quarterly, and annual quotas
- You will work closely with the Territory Account Executive to qualify opportunities for discovery-calls and webinars.
- Provide feedback to the Product and Marketing teams on new customer requirements
- Maintain the companies CRM, key performance metrics, and provide accurate sales forecasting information as required



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Your Experience:

- 3+ years of inside sales (min 2yrs quota carrying), or sales support experience in a business-to-business SaaS environment,
- Previous government experience an asset
- Strong verbal and written communications skills, and tools including the web, Zoom, Microsoft office (Word, Excel, PowerPoint), Salesforce and LinkedIn required
- Proactive and well organized, with the ability to multi-task and work independently in a high-growth environment
- A team player that loves a little healthy competition
- Diploma in business, marketing, or a related field

Benefits and Perks:

- A fun family-friendly environment
- Company-provided equipment (laptop, software, etc.)
- Employer health plan, including a personal health spending account
- Company lunches and social activities
- A remote first-workplace

Compensation

Transnomis offers a competitive salary and bonus, paid vacation and company benefits, including professional training and development opportunities.

How to Apply

To join our team please send your resume to career@transnomis.com with the position name (Customer Success Manager) in the subject line.