

Aimsio Job Opportunity | Sales Development Intern

At Aimsio, we bring the Silicon Valley approach to business innovation in Western Canada. We help field service companies gain control of their field operations. As a fast-growing software company, we are committed to being a key contributor to our local technology community and establishing an innovation hub in Western Canada.

Aimsio's goal is clear: to drive efficiency by creating intuitive solutions to complex problems. Every day, we push the boundaries of the innovation world. To achieve our goals, we have invested in hiring, empowering and challenging a top-tier team with backgrounds in technology, finance, business development, and entrepreneurship.

Are you intrigued yet? Well, learn why you should make Aimsio your daytime home!

1. Work with a team of top talents and mentors – you will be challenged!
2. Get in the groove and play an integral role in building a technology company with exponential growth potential.
3. Voice your opinion and influence! Contribute to pushing boundaries. Make an impact by leading projects and driving the direction of the company.
4. Solve complex problems. Develop initiatives and solutions that drive your career and boost the company's growth.
5. Regular Aimsio Academy meetings, inspired by Talks @ Google, in which guest speakers from technology leaders to politicians share their nuggets of wisdom.
6. Join the movement to grow the local tech community – we are passionate about sharing and paying it forward.
7. Have fun! We organize awesome team activities and have a games room: Xbox, puzzles, foosball, poker tournaments, and even a hammock – in case you need a short snooze to reenergize your day.
8. Enjoy the small little things – all you can drink coffee, tea, and a fully stocked up kitchen.
9. Work hard, play hard mentality with a flexible work schedule. It is a fast-paced, fun environment.

Sales Development Intern

THE ROLE: ARE YOU UP FOR THE CHALLENGE?

We are looking for a highly motivated self-starter able to identify and develop leads and opportunities from multiple sources including prospect lists, discovery and individual research. The primary responsibility is to qualify or nurture inquiries that are currently generated by numerous campaigns.

Are you excited about working in a fast-paced environment, alongside a team responsible for driving growth of an up-and-coming technology company in Canada? Do you get excited working with prospects across North America to show them the value our software can bring? You will be contributing to a Sales process you have never seen before. Our campaigns are designed by data-driven experts with an emphasis on the predictability of the pipeline and cold call 2.0, coined by Aaron Ross.

DUTIES: YOUR CONTRIBUTION TO OUR TEAM

- Accountable for meeting or exceeding monthly qualified lead objectives and quotas
- Follow up promptly and diligently on leads and inquiries, delivering a positive prospect experience throughout the process
- Build and cultivate prospect relationships by initiating communications and conducting follow-up qualification to move opportunities into the sales funnel
- Perform thorough needs assessment and identify prospects pain points to determine how Aimsio's solution will address those needs
- Conduct outbound marketing activities against targeted accounts, prospect lists, and other call campaigns
- Maintain accurate records of all activities in our CRM (HubSpot)
- Promote database cleanup and hygiene through regular and ongoing maintenance activities.
- Conduct research to expand prospect list using LinkedIn and other methods



QUALIFICATIONS: DO YOU HAVE WHAT IT TAKES?

- University / college degree or equivalent experience with a top tier GPA
- A technical background in engineering, computer science, or MIS is a plus
- Direct field experience in working with enterprise accounts is a plus
- Excellent communication, analytical, and research skills
- Comfortable with both lead-driven and cold-call driven prospecting
- Strong desire to learn
- Sales experience in a B2B Enterprise Software or SaaS company is a plus

HOW TO APPLY: READY TO TAKE YOUR CAREER TO THE NEXT LEVEL?

Apply now by sending your resume and cover letter, telling us why you are the ideal candidate for this position to career@aimsio.com