



Business Development Representative

About us

Founded in London, Ontario, BuilderBase focuses on how Builders and Renovators communicate with clients, skilled trades, municipalities, etc. BuilderBase software is explicitly created for builders by builders. It makes your builds easier. Organize everything online from contracts, trade quotes, and even client selections. All online, all BuilderBase!

The opportunity

Our business development specialists are masters at making connections quickly, identifying decision makers, overcoming objections, and closing the deal!

As a business development representative, you will:

- Acquire new business by proactively connecting with builders and renovators.
- Generate revenue through achievement of targets.
- Follow a proven sales process.

Did we mention the base salary + lucrative commission? Joining BuilderBase means that you are the master of your own destiny and the sky is the limit when it comes to earning potential!

About you

You are someone who:

- Is ambitious, confident, competitive, and coachable.
- Is enthusiastic and eager to be part of something BIG!
- Is a self-starter and motivated to get things done with minimal supervision.
- Thrives in a fast-paced and dynamic environment.
- Has the ability and desire to influence others.
- Can tackle objections with ease and close the deal!
- Has been successful in a sales environment – B2B, B2C, door-to-door, or outbound phone sales? That's what we are looking for!
- Is comfortable using a variety of systems.
- Is comfortable with communicating over the phone.

The perks

Looking for a progressive, casual, and upbeat environment? Look no further. We are a growing start-up dedicated to providing a product like no other to the booming construction industry. Joining our team means you will be part of something great! You will have the opportunity to help us build our business from the ground up – we promise you will never be bored.

BuilderBase is an equal opportunity employer and will make accommodations available to applicants with disabilities upon request and throughout the entire recruitment process.

Thank you for considering a career with BuilderBase.