

RemoteCon Careers | Halifax, Nova Scotia, Canada

RemoteCon Limited · info@remotekon.ca · www.remotekon.ca

Job Description

Sales Development Representative (SDR)

Sales · Full-time · In-person · Halifax, Nova Scotia

About RemoteCon

RemoteCon designs and manufactures rugged smart electronics for subsea and remote environments, including rechargeable subsea battery systems, AI edge computers, and autonomous marine monitoring solutions. We work with customers in ocean technology, offshore energy, defense, environmental monitoring, and research worldwide.

The Role

We are looking for a proactive Sales Development Representative to identify companies that match our Ideal Customer Profiles (ICPs), engage decision-makers, qualify opportunities, and book meetings for our leadership team. This is an outbound-focused role that drives new business opportunities for our technical products.

What You'll Do

- Research companies and identify prospects that fit our ICPs.
- Find decision-makers using LinkedIn, company websites, and sales tools.
- Conduct outbound outreach via email, LinkedIn, and phone.
- Qualify leads using a structured framework such as BANT.
- Book qualified meetings for the founder/sales team.
- Maintain accurate CRM records and track outreach activities.
- Support inbound inquiries and route technical questions appropriately.
- Continuously improve prospect lists, messaging, and outreach performance.

What We're Looking For

- Experience in sales development, business development, or lead generation.
- Excellent written and verbal communication skills.
- Strong research and organizational skills with attention to detail.
- Comfortable making outbound calls and sending high-volume outreach.
- Ability to learn technical products quickly.
- Experience with CRM systems and LinkedIn Sales Navigator is an asset.
- Experience selling B2B technology, industrial, or engineering products is a plus.

Additional Information

- Full-time, in-person position (no remote or hybrid).
- Must be legally authorized to work in Canada.

- RemoteCon does not provide visa sponsorship or immigration assistance.

How to Apply

Apply through the Careers page on our website or email your CV and a short cover letter to info@remotekon.ca with 'Sales Development Representative' in the subject line.