



Workplace Healing and the Human Recovery Plan™ Software Platform, a B2B SaaS helps innovative organizations embrace a collaborative corporate culture that balances a head-based environment with empathetic heart-based support for employees affected by life disruptions.

Workplace Healing is searching for a self-motivated and proactive **Business Development Representative (BDR)** to join the Sales team.

If you are a motivated sales professional and would like to take a step forward in your professional career, come join the Sales team at Workplace Healing! We are building a world-class sales team dedicated to helping more companies discover the revolutionary Human Recovery Plan™ Software Platform, which provides corporate leaders, managers, and care teams with the empathetic muscle necessary for employees affected by life disruptions.

Responsibilities

You are a hunter who thrives in creating a new sales pipeline.

- As the Founding Business Development Representative, you will be the engine that drives WPH's go-to-market motion across direct sales and partnership engagements
- You will lead all pre-sales activities as part of our client's journey, including initial outreach and appointment scheduling
- Working directly with the Co-Founders, identify high-potential businesses, verticals, and markets, and develop and execute outbound strategies to bring them to WPH
- Develop and lead outbound campaigns from idea generation through to qualified calls
- Schedule online demos, sharing the value of our solutions to prospective clients, tailored to their business challenges
- Launch and test new outbound lead generation channels and how best to scale them
- Engage in activities focused on generating market awareness and/or demand for our products
- Work closely with our Client Success team to ensure new clients have a smooth onboarding, supporting the development of long-term, successful client relationships

Requirements

- 2-3 years of experience in a business development role within a SaaS company or relevant industry experience
- Experience managing outbound campaigns (also able to teach others on our team what you know)
- Written copy for sales outreach and experience structuring email campaigns utilizing a variety of different software platforms
- Metrics-focused and have utilized A/B testing to improve your funnel metrics
- Strong written and verbal communication skills
- Start-up company experience a plus

Reach us at
WPHCommunications@Workplacehealing.com



- Experience building an outreach process from scratch OR improved an existing one and is excited to build/own it here at WPH!
- Proven experience and success in hunting for new accounts while driving value, crushing numbers, and creating a meaningful rapport with champions and key stakeholders
- Incredibly organized, quick learner who works well under pressure and targets

Benefits

- Includes base salary + generous commission plan
- 100% work-from-home
- Flexible Personal Time Off
- Career Advancement Opportunities
- Free professional headshot for your LinkedIn

Reach us at
WPHCommunications@Workplacehealing.com