

Business Development Representative – Canada (Remote)

Title: Business Development Representative

Reporting to: CEO

Location: Vancouver, Calgary, Edmonton, Toronto, Montreal, Ottawa, Saskatoon, Regina, Winnipeg - Remote WFH

Region: Canada

Note: We are not interested in outreach from HR recruiters, agencies, or outsourced sales services.

About Autograph

Autograph is transforming the automotive industry with cutting-edge data, reporting, and AI solutions. Backed by North America's top dealer groups, we empower businesses with actionable insights to drive success.

The Role

We're looking for a **Business Development Representative (BDR)** to fuel our growth. You'll generate leads, engage prospects, and showcase how Autograph's innovative solutions can help automotive businesses win. This role is perfect for a competitive, self-motivated salesperson eager to disrupt the industry.

What You'll Do

- **Prospect & Generate Leads** – Identify and engage potential clients in the automotive industry.
- **Cold Call & Outreach** – Drive interest through calls, emails, and follow-ups.
- **Client Engagement** – Nurture relationships and schedule demos.
- **CRM Management** – Track interactions and pipeline progress.
- **Performance Tracking** – Optimize outreach strategies for better conversion rates.

What We're Looking For

- **Automotive industry experience and established connections are required.**
- Passion for sales and a drive to win.
- Strong communicator—able to engage, pitch, and persuade.
- Tech-savvy with a knack for data and analytics.
- Experience in business development or sales.

Why Join Us?

- **Startup Culture** – A fast-moving, high-impact environment.
- **Growth & Learning** – Direct mentorship and career development.
- **Work-Life Balance** – A company that values both success and well-being.
- **Work from home** – Fully remote while staying connected in our digital office.

How to Apply

Email your resume and **a short video** on why you're the perfect fit to info@autographanalytics.com. Applications without a video will not be considered.

Be part of a team redefining automotive data, let's connect!