

POSITION: Sales Development Representative

TYPE: Full-time contract

LOCATION: Remote

Job Description

About Us

MeshAI.io was founded in 2018 by academics, scientists, and engineers in Canada with decades of experience in optimization and healthcare systems. A near-death experience for one of our founders—caused by fatigue from an error in scheduling—turned our research on burnout, inefficiency, and lost wellness into a personal mission. That work led us to create a new category of staff scheduling called “collaborative scheduling.” As a category leader, Mesh AI’s mission is to design intelligent, fair, and transparent schedules so clinicians can rest, feel respected, and focus on what matters most: caring for patients, not fighting with spreadsheets and call calendars.

Responsibilities

1. Identify and proactively engage with qualified potential leads who express interest in our services or products.
2. Design and execute communication approaches that keep prospects engaged and informed throughout the nurturing journey.
3. Lead highly engaging virtual product demonstrations to highlight the unique value and features of our platform to prospective clients.
4. Anticipate and proactively resolve potential concerns and objections to provide a seamless, supportive, and positive experience.
5. Partner with clinician success, sales leadership and other relevant teams to optimize the pipeline for qualifying and onboarding new users.
6. Work hand-in-hand with the clinician success team to facilitate an efficient handoff from lead nurturing to launch.
7. Cultivate and maintain strong, long-term relationships with prospects, fostering trust and loyalty.
8. Ensure accurate, comprehensive records of all communication and deal updates are kept up to date in our CRM and internal project management platforms.

Qualifications:

- Professional proficiency in English (written and verbal) is required.
- Professional proficiency in French (written and verbal) is preferred.
- A minimum of 2 years of experience as a Sales Development Representative or in a comparable outreach role.
- Proven background working within the SaaS industry.

- Exceptional track record of delivering compelling and effective software demonstrations virtually.
- Practical knowledge of CRM platforms and a strong commitment to maintaining clean, precise data.

COMPETENCIES:

- Strong oral and written communication with attention to details
- Customer-oriented (clinician-focused) attitude
- Patient and empathetic
- Active listener & fast learner
- Responsible time management
- Growth mindset
- Lean startup approach and resourceful towards operations
- Open to criticism (managed ego) and candid feedback provider
- Persistent yet polite and considerate
- Punctual and time-sensitive
- Analytical and detail-oriented
- Honest with a strong sense of integrity and equity

Why Join Us

- **Dynamic Environment:** If you thrive on energy and momentum, you'll love our workplace that keeps you challenged.
- **Growth:** Accelerate your professional journey with opportunities to learn and advance as we scale.
- **Mission-Driven:** Be part of a team transforming healthcare scheduling to prevent burnout and errors.
- **Impact:** Your work will play a crucial role in ensuring better outcomes for patients and clinicians alike.
- **Remote-First:** Enjoy the freedom and flexibility of remote work.

Our Core Values

- **Respect:** We care and respect others and our planet as a whole.
- **Integrity:** We are honest and apply radical candor with compassion.
- **Growth:** We are results-driven and detail-oriented.
- **Efficiency:** We are resourceful and lean and minimize waste.
- **Communication:** We make no assumptions and communicate clearly at all times.

Our Targeted Attributes

We measure candidates against our “**A.G.I.L.E. CARE**” set of attributes:

- **Adaptability and Flexibility**
- **Growth Mindset**
- **Integrity and Honesty**
- **Lean Operator and Resourceful**
- **Empathic Communicator**
- **Clinician-Focused and Caring for Healthcare**
- **Altruistic Team Player**
- **Responsible**
- **Effective**

It is the policy of Mesh AI to ensure equal employment opportunity without discrimination or harassment on the basis of race, religion, national origin, status, age, sex, sexual orientation, gender identity or expression, marital or domestic/civil partnership status, disability, veteran status, genetic information, or any other basis protected by law. Mesh AI welcomes and encourages applications from people with disabilities.