



Job description:

MediaNV Healthcare Marketing · Remote · Full-Time

Start here — this is a chance to grow fast and earn big

This is a ground-floor seat at the leading healthcare marketing company in Canada — and we're growing fast. Our AI-powered services are in high demand, which means more pipeline, more opportunity, and more room to move up than almost anywhere else.

Start as a Sales Development Representative (SDR) and earn \$70K OTE in year one. Prove yourself and get promoted — SDR to Account Executive and beyond — where our top performers earn well into multiple six figures. This is a real career path, not a dead-end seat, and you can grow as fast as the company does.

Here's the deal

We don't hire on years of experience — we hire on hustle, persistence, and how fast you learn. If you're hungry, competitive, and coachable, we want to talk, even if you've never had a sales job in your life. We'll teach you everything — cold calling, objection handling, all of it.

Be clear-eyed about one thing: this is a phone-first, high-volume outbound role. You have to be comfortable picking up the phone and hearing "no" a lot. If that energizes you instead of scaring you, you'll do great here.

If you've waited tables, played competitive sports, gone door to door, worked in a gym, or hit a quota in any job — you already have what we can't teach.

What you'd be doing

As an Outbound SDR, you'd be the front line of our growth — finding dental and healthcare practices that fit, starting conversations, and booking meetings that turn into clients. This is a true Outbound Sales Representative role built on high-volume outbound calling and consistent prospect outreach. Day to day:

- **Outbound prospecting** and **sales prospecting** to identify practices across North America
- **Cold calling** plus outreach by email, text, and LinkedIn
- **Appointment setting** — booking qualified meetings for our Account Executives
- **Objection handling** and running early discovery to understand what a practice needs
- **Relationship building** with prospects through genuine, **active listening**
- Keeping your pipeline clean and organized in our CRM (we'll train you on it)
- Helping drive turnout for webinars, events, and campaigns

- Hitting — and beating — your monthly and quarterly meeting goals

Who we're looking for (this is the part that matters)

- **Coachable** — you want feedback and apply it fast, no ego, no defensiveness
- **Resilient** — **resilience** and **persistence** are everything here; you can hear "no" ten times and bring great energy to the next call
- **High-energy** — you create your own momentum and don't need to be pushed
- **A natural communicator** — confident, clear, and strong at **active listening**, not just pitching
- **Competitive** — you like to win and you keep score
- **Curious** — you ask good questions and actually listen
- **Organized** — you follow up and stay consistent

Backgrounds that tend to crush it here

Door-to-door or field sales · serving or bartending · recruiting · fitness or personal training · competitive sports · any commission-based role. No sales title required — these all build the pressure, resilience, and relationship building instincts the job runs on.

Nice to have (not required)

Experience with a CRM, cold calling, or sales engagement tools. If you don't have it, no problem — we'll teach you. We hire for the things we can't teach.

What you get

- OTE \$70K (base + commission), with a real path to multiple six figures as you grow
- A clear promotion track — SDR to AE and beyond
- Dental care
- Extended health care
- Life insurance
- Paid time off
- Fully remote, on a fast-growing team that leads the Canadian healthcare marketing space

Benefits:

- Company events
- Dental care
- Disability insurance
- Employee assistance program
- Extended health care
- Flexible schedule
- Paid time off
- Vision care
- Work from home

Application question(s):

- This is a phone-first role, high-volume cold calling all day, every day. Are you comfortable with that?
- This role is fully remote. Do you have a quiet space and reliable internet to make calls all day?
- What's the most competitive thing you've ever done, and how did it go?
- This role is cold calling 80+ dials a day, every day. Are you 100% comfortable being rejected over and over before finding someone who is interested?
- Tell us about a time you failed at something or got rejected a lot. Be specific.
- Why would you be successful in this role? Be specific give us a real example, not just traits

Language:

- English is it your first language? (required)

Location:

- Canada (required)

Work Location: Remote