

JOB POSTING

INTERNATIONAL SALES & MARKETING COORDINATOR

Hours of Work: Full time, Permanent

Salary: \$45,000-50,000 base + performance-related bonuses

Location: Remote from where you are happiest (Canadian timezones).

Start Date: ASAP

Closing Date: September 3, 2021 @ 5pm PST



DreamRider

APPLY NOW

THE OPPORTUNITY

You are an enthusiastic team player looking to contribute your energy, skills and experience to support a growing values-aligned company. We have a scalable educational technology product that reliably turns kids into environmental and social changemakers in their families and communities. Come help us scale our impact worldwide!



ABOUT DREAMRIDER PRODUCTIONS

Over a million kids around the world have laughed, learned and leapt into action after experiencing DreamRider's highly engaging shows and interactive media. As a social enterprise, we sell our award-winning Planet Protector Academy programs to government agencies, corporate partners and directly to schools to support their environmental engagement and changemaking efforts. After scaling across Canada over the last few years, we have identified significant

opportunities for international expansion to scale our impact and increase our revenue. We're looking for the next member of our fun, nimble and creative team to make it happen!

OUR VALUES

Everything we do is guided by our Cultural Covenant to ensure that we work and grow together in an environment that's fun, creative, welcoming, meaningful, empowering and inspiring!

At the heart of all our work is love and kindness; we do our best to walk our talk, and to learn and grow together. We are on a lifelong organizational anti-racism, decolonization and anti-oppression journey. We recognize our interconnectedness with the earth and each other.

THE ROLE

- You'll support the International Business Development Manager to achieve our international export revenue and impact goals.
- You'll spend about 40% of your time generating and prospecting leads, 40% researching and analyzing potential new markets for export and 20% implementing marketing activities.
- You'll play a pivotal role in scaling our programs around the world, inspiring kids everywhere to become planet protecting superheroes in their families.



Kids in Tamil Nadu, India becoming planet protecting superheroes.

KEY RESPONSIBILITIES

- Research and analyze new target markets for export
- Generate leads through a variety of communication channels
- Conduct initial outreach and qualification of prospects
- Support the International Business Development Manager to close sales as needed
- Compile key contract performance information for client management and reporting
- Support the delivery of marketing campaigns targeted at prospective clients

ROLE REQUIREMENTS

If you are inspired by the role but don't have everything that's listed below, we encourage you to apply anyway!

Experience

- Working in a customer-facing role
- Working as part of a team to achieve shared objectives

Skills

- Relationship and rapport building
- Written and verbal communication for remote selling
- Market research
- Organization and planning
- Creativity and problem-solving
- Social selling e.g. LinkedIn prospecting
- General fluency with technology especially in a remote selling context

Other

- Growth mindset that's open to failure and learning from mistakes
- Commitment to environmental and social justice issues

Requirements Continued...

Other Role Requirements (Cont'd):

- Demonstrated personal commitment to anti-racism, decolonization and/or anti-oppression work
- Legally entitled to work in Canada

Nice to have

- Completed formal sales training program e.g. CPSA, Dale Carnegie, Shane Gibson
- Experience with implementing marketing activities
- Marketing content creation skills
- Google Analytics or other analytics platform skills

PERKS

- Healthcare spending account allowance
- Paid time for sickness, personal days and bereavement
- Flexible working hours to help you better balance work and life commitments
- Home office stipend
- Kind and collaborative working culture that's on the cutting edge of organizational practices (see Margaret Wheatley, Otto Scharmer)
- Professional development allowance to pursue job-related and personal development
- Ongoing DEI training to support personal development & organizational capacity building
- Opportunity to work with and learn from leading consultants/advisors
- Career development opportunities in our fast-growing company



HOW TO APPLY

Complete the application form and attach your resume.

[APPLY NOW](#)

Application Process

Stage 1: Application submission

Stage 2: 30-minute video call

Stage 3: 60-minute video call; 90-minute task where you'll be paid a \$50 honorarium

Stage 4: 60 to 90-minute video call

Stage 5: Reference checks

Stage 6: Offer

Predetermined interview questions will be sent ahead of time.

QUESTIONS?

As part of our efforts to offer a fair and consistent interview process for all applications, we regret that we can't answer any questions ahead of the application deadline. If you have a disability and would like to discuss accommodation of your disability and ensure fairness in our hiring process, please contact us at sion@dreamriderproductions.com or call 604-757-3212 before July 23, 2021.

Our remote team is based on many different Indigenous Peoples' native lands and our head office is located in Port Moody, BC, which is situated on the unceded territories of the Kwikwetlem (Coquitlam), qiqéyt (Qayqayt), x^wməθk^wəy əm (Musqueam), skw̓x wú7mesh (Squamish), sel íl witulh (Tsleil Waututh), and Coast Salish peoples. We are committed to truth & reconciliation in action.

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