

Inside Sales Representative - Toronto

Office Location: Etobicoke

Process Fusion (PFI) is a managed services and cloud application provider of Secure Information Exchange (SIX) and Business Process Automation (BPA) solutions. Our cloud input and output management solutions bridge the gap between the physical and digital world, by converting multi-channel inputs into actionable data, which can then be integrated into any system and further output into physical or digital forms.

Our mission is to help organizations automate critical business processes, exchange information securely, and eliminate the inefficiencies and errors associated with manual and labor-intensive processes.

The PFI crew is comprised of a group of highly technical, young and energetic individuals. If you are searching for a corporate culture that promotes innovation and who is constantly exploring ways to incorporate new technologies in software, let's meet!

We are looking to hire an exceptional Sales-Minded Individual as an inside sales representative to provide account management and lead generation support to the sales and marketing team. You will be responsible for researching and sourcing leads, booking meetings, providing pricing information and doing demos, helping to drive the overall sales efforts of the company. You will deliver the company's unique value proposition over the phone to IT decision makers throughout the World.

If you enjoy information technology and have a dynamic and positive attitude towards business development, then this is the position for you.

POSITION RESPONSIBILITIES

- Develop strong relationships with partners, customers and vendors over the phone globally
- Identify and classify opportunities
- Develop and implement lead nurturing plans
- Ensure all customer accounts are contacted regularly
- Establish call priorities and frequencies (pipeline report, customer action plan)
- Assist customers, channel partners worldwide with special pricing requests
- Preparing and entering orders
- Research and follow-up with orders as needed

MINIMUM REQUIREMENTS

- College graduate or University degree or 3+ years experience in a similar role
- Good computer knowledge including use of Microsoft Office
- Professional phone mannerism and presence
- Excellent communication and organizational skills
- Fluent written and spoken English is mandatory
- Working knowledge of a second language is highly desirable

SOFT SKILLS

- Pro-active with existing and potential customers
- Eagerness to learn
- Passionate about technology
- “Think outside the box” mentality
- Sales attitude
- High energy
- Self-motivated

BENEFITS

- Competitive basic salary plus commissions
- Full benefit coverage starting after 3 months, including life, health, and dental
- RRSP with company participation
- Tuition reimbursement

Please send us your resume and cover letter telling us why you are going to be great in this role.

- Principals only. Recruiters, please don't contact this job poster

- Do NOT contact us with unsolicited services or offers