

Inside Sales Representative - Toronto

Office Location: Etobicoke

The Company:

We are a Business Process Automation company that is expanding our Managed Services Group to provide project and operational service to our enterprise-class customers. Our Customers are varied within several sectors of industry, and therefore provides a unique opportunity for exposure on how different industries work and provides unique project experiences.

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 Opportunity:

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

Directions to Apply:

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

****Principals only. Recruiters, please do not contact this job poster- Do NOT contact us with unsolicited services or offers****