

Inside Sales Representative

Job Purpose: The Sales Representative will be responsible for all aspects of professional sales and generating revenue by developing market potential through forecasting, lead generation, qualification, and closing sales.

Access2Sales (A2S) Corporate

Job status: New/Open – Sales Representative

Duties:

- Identify new clients by contacting and qualifying accounts.
- Initiate sales process by scheduling appointments; making initial presentation; understanding account requirements.
- Create sales programs and forecast for A2S clients
- Generate organic sales growth for new A2S clients and existing accounts
- Maintain and report sales activity through Salesforce.com
- Complete ODC document for each new client
- Comply with A2S reporting requirements and code of conduct
- Participate in tradeshow, events and other speaking engagements on behalf of A2S and/or its clients
- Other sales and administrative tasks asked by the client or the CEO

Skills/Qualifications:

- Skilled in preparing written and oral presentations;
- Previous tele-sales experience is an asset
- Proven experience selling in multi-level organizations,
- Nurturing opportunities and closing business;
- Not afraid to cold call (20+ calls per day);
- Must possess energetic sales attitude,
- Not afraid of rejection and doesn't stop at hearing "no";
- Hunter mentality (75%) and Refined interpersonal and relationship building skills (25%);
- Good negotiation skills,
- Able to close transactions over the telephone
- Time management and organizational skills;
- Experience with CRM software – Salesforce.com is preferred
- Training will be also be provided

Key to Success:

- Strong network and ability to build relationships,
- Previous sales experience to local and national manufacturers and/or distributors, dedicated/motivated
- Able and willing to go where the business is and will put in the time and effort regardless of the time of day.

Location: Mississauga/Toronto

Job Type: Full Time

Relevant Work Experience: 2-3+ Years in Sales/Tele-sales

Salary: \$30,000 - \$40,000 Base + Bonus and Commissions