

INSIDE SALES REPRESENTATIVE

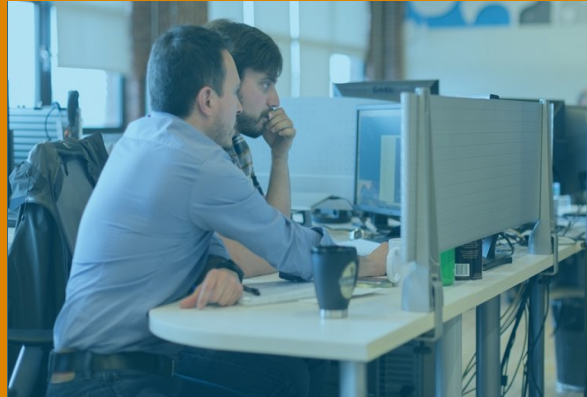


Location: Montreal, Quebec

We are looking for a talented and competitive inside sales representative that thrives in a dynamic sales cycle environment. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives

THE ROLE

The Internet of Things (IoT) is a huge global opportunity. You must be comfortable with managing and executing lead-generation and email marketing campaigns, making dozens of calls a day, creating interest, qualifying prospects and working closely with the market team to target relevant conferences/events.



SELECT TASKS INCLUDE

- Source new sales opportunities through inbound lead follow-up and outbound cold calls/emails
- Qualify opportunities to sales execs
- Research accounts, identify key players and generate interest
- Maintain and expand a database of prospects
- Perform online demos to prospects
- Team with channel partners to build the sales pipeline

THE REQUIREMENTS

- Proven inside sales experience and/or pursuing a business degree
- Natural relationship builder and strong communicator, comfortable in social situations
- Record of overachieving goals/key tasks
- Strong phone presence
- Excellent verbal & written skills
- Ability to multi-task and manage time
- Bilingual (written & verbal)



THE PERKS

- Comprehensive benefits package & health plan
- Patent & innovation bonuses
- Creative, flexible work environment
- mnudays – bi-annual activity days
- Happy Fridays – Free Lunch, Breakfast & 5 à 7
- mnucares– bi annual charity events
- Great location: close to bike paths and downtown
- Much much more!

APPLY TODAY!