

Inside Sales Representative

POSITION SUMMARY

The Inside Sales Representative will be responsible for exceeding assigned sales targets, utilizing both prospecting and account management sales once a territory is assigned. You will develop sales opportunities with prospects and clients within the Small Business Solutions market, closing business opportunities with owner operator's, controller's, payroll manager's and end-users. Your role is to identify opportunities to effectively close sales.

RESPONSIBILITIES

- Meet and exceed assigned sales quotas once a territory has been assigned.
- Sell the full suite of products and services by responding to inbound calls.
- Work with your Sales Manager to establish sales strategies and forecasts.
- Close sales and process sales orders.

BENEFITS

- Competitive base salary
- Uncapped commissions - Tiered commission structure (the more you sell, the more you take home)
- Monthly Bonuses
- Comprehensive benefits package (that starts on your first day of employment, Dental begins after 90 days of employment)
- Top ranked Sales training program
- Significant advancement opportunities for outstanding performers
- International Presidents Club Destinations
- Positive, reward-based environment
- Promotion from within

KNOWLEDGE, EXPERIENCE AND SKILLS

Required:

- Previous sales experience or related work experience.
- Proven customer service skills.
- Results driven with a proven ability to project a positive sales attitude.
- Ability to promote products and services and to influence without authority.
- Ability to effectively communicate with internal and external clients through all available mediums (verbal, listening, writing, presenting).
- Strong work ethics.

Preferred

- University Degree/College Diploma
- Minimum 1 year of experience in a corporate environment.
- Proven ability to create and implement activity plans, coordinate tasks to achieve a balance between sales initiatives and required deliverables.
- Demonstrates an ability to set individual goals, monitor the progress of objectives against targets, and develop corrective actions or recommendations to ensure goals are met.

Apply by email - leigh.billinghurst@wilsonhcg.com or alternatively online at www.adp.ca.