

Job # 910013

Senior Executive – Inside Sales

NUMBER OR POSITIONS 1

Location – TORONTO

Description:

FULL-TIME PERMANENT

Our client is financial services company. They specialize in life insurance based investment vehicle tools for investor cash-flow.

Responsibilities

- Becoming fluent in our product capabilities and industry language
- Lead generation and calling B2B in the United States and/or Canada
- Present effectively to accredited/sophisticated investors
- Identify potential clients, build relationships and continued contact
- Client care, follow up and relationship maintenance
- Maintain a relative understanding of financial markets and how they pertain to company products
- Market research
- Assist with existing and newly implemented marketing initiatives
- Conduct professional client presentations
- Fulfill and surpass clearly defined sales targets/goals

Qualifications

- A minimum of three to five years professional sales experience
- A proven background of over achieving results in sales
- Post secondary education, ideally in a business/finance/marketing discipline
- Experience selling in a high growth environment in the North American market
- Excellent interpersonal and communication skills with a mature professional attitude
- Superior verbal, written and presentation skills
- Self-motivated, competitive and upbeat attitude with a drive to succeed
- Solid people person
- Quick learner

Salary

- **35K – 45K**
- **0.5% to 1.5% on \$100,000+ investment dollars generated**
- **0.5% to 2% on \$500,000+ investment dollars generated**
- **2% to 2.5% on \$2,000,000+ investment dollars generated**
- **Full time**
- **Full benefits**

Application

[Click here](#) to e-mail us a current copy of your resume in MS Word format and one of our Placement Directors will be pleased to contact you should your qualifications match our clients' requirements.