

Job # 950004

Inside Sales Representative

NUMBER OF POSITIONS 2

Location – GTA

Description:

FULL-TIME PERMANENT

Our client makes it easier for businesses and consumers to move information between the digital and paper worlds. Since its inception in 1991, our client has become a leading developer, manufacturer and supplier of printing solutions and information management for customers in more than 150 countries.

Responsibilities

- responsible for the sale of our clients laser printer hardware and print solutions to an assigned reseller list across Canada via telephone.
- identifying and developing new business opportunities and penetrating new markets

Qualifications

- Minimum three years' Inside Sales experience
- Post-secondary education (Business program preferred)
- Expert level knowledge of the sales cycle and strategic solutions sales techniques
- Desire to thrive in a competitive environment
- Ability to deliver quality sales presentations to key decision makers
- Excellent negotiation/organizational abilities
- Proficiency with all MS Office products
- Proven track record in competitive selling and account planning/management in the technology field (preferably in the printer/copier industry)
- Experience opening up new accounts and driving a high volume of sales activities

Salary

- **35k–40k(50k–60k With Commission)**
- **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.

