

Account Executive/ Inside Sales Representative

Reference No.: 111269
Language: Advanced English
Location: Brampton-Ontario
Public Transit: Yes
Salary: \$60K - \$80K
Account Manager: Munir Jamal
Email: mjamal@nevia.com
Job Type: Permanent / Full-time

Description

Our client is looking for an Account Executive/ Inside Sales Representative, with focus on offering various products and ensuring the success of their customers. This organization always invests into the newest equipment and training for the entire team. Based in Brampton, the hours are from 8am-5pm (Mon-Fri), salary is \$60K - \$80K base plus a commission structure (TC 100K +), they offer full benefits after 3 months, life insurance, Profit Sharing Plans, Wellness Program, Employee assistance Program and company events. This is IN Office full time permanent role . It is a great organization that is growing and has a superb team!

Responsibilities

- Act as the primary contact for clients, managing the full sales cycle
- Strengthen existing client relationships and forge ties with new customers
- Timely and accurate quoting as well as confirming stock levels
- Creation of sales orders, including providing delivery time lines
- Proactively identify and pursue new business opportunities in the market
- Initiate and execute strategies to revitalize dormant or underperforming client accounts
- Utilize proven marketing programs to expand reach and client base
- Engage clients and prospects through calls, emails, and promotional offers
- Address client issues, devising solutions that cater to their needs
- Operate with the mindset of treating your designated territory as your personal business, utilizing to achieve success

Qualifications

- Fluency in English is a must
- French would be an asset/bonus
- A minimum of 2 years of experience in customer service and sales, with a background in industrial sales
- Post-secondary education is a great plus
- Demonstrate a hunter mindset with a strong focus on generating new business leads
- Exceptional business communication, both written and verbal
- Fluency in English is required
- Proficiency in CRM software is plus
- Passion for sales and a drive to learn and enhance skills
- Resilience in a constantly changing commodity market