

# Team Lead Inside Sales Representative

**Reference No.:** 1D0EA  
**Language:** Advanced English  
**Location:** Mississauga-Ontario  
**Salary:** 70K -75K + 15K Bonus  
**Benefits:** Included  
**Account Manager:** Marijke Kanter  
**Email:** resumes@nevian.com  
**Job Type:** full time permanent

## Description

Great new Team lead, Inside Sales position with a world leader manufacturer of industrial products. Looking for an experienced Team Lead Inside Sales Representative (ideally someone with a Mechanical Aptitude) to join their team. Full time, permanent position; Salary: 70K - 75K + up to 15K bonus, paid quarterly. Full benefits, RRSP company match up to 5%. Hours: Monday - Friday 8.30 am - 5.00 pm. Collaborative and supportive work environment! This is an IN OFFICE position.

## Responsibilities

- Support Outside Sales Representatives and their territory
- Manage daily operations, oversee team performance (team of 15 people)
- Develop actionable sales strategies
- Mentor team and achieve team sales goals
- Respond to and handle incoming orders - order entry
- Ability to take control of a situation, gather all pertinent information and communicate with other departments in order to have customers' requirements adhered to in a high paced fashion
- Provide quotations and pricing
- Analyze and price out drawings, renderings, and other documentation ensuring accuracy, profitability and time sensitivity are the highest priority
- Follow up on outstanding quotes in a timely manner
- Handle queries (phone and email) and escalations
- Provide shipment information and follow ups on shipment

## Qualifications

- Must have completed post- secondary education
  - Have Team lead or Inside sales leadership experience
  - 2-3 years of Inside Sales (Order Desk) work experience ideally within an industrial manufacturer or distributor
  - Must have a mechanical aptitude and commercial/ business math (ability to calculate ratio's, discounts, margin etc.)
  - Ability to interpret drawings or blueprint reading is an asset
  - Must have excellent communication, interpersonal and presentation skills
  - Willingness to learn and strong attention to detail
  - Ability to take ownership of all opportunities, challenges and mistakes
  - Effectively managing priorities, deadlines, and achieving response time objectives
- Contributing to a positive culture