



ROLE DESCRIPTION

Inside Sales Representative

Reports to:	VP, Business Development
Direct Reports:	n/a
Other Reports:	n/a
Location:	Calgary

MANDATE

The services within the portfolio of this position include ongoing collaboration with other functions to develop client relationships and grow LivingWorks' revenue base.

KEY ACCOUNTABILITIES

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails;
- Understand customer needs and requirements;
- Route qualified opportunities to the appropriate sales executives for further development and closure;
- Close sales and achieve quarterly quotas;
- Research accounts, identify key players and generate interest;
- Maintain and expand your database of prospects within your assigned territory;
- Team with channel partners to build pipeline and close deals; and
- Perform effective online demos to prospects.

QUALIFICATIONS

EDUCATION:

- Bachelor's degree or equivalent in a relevant field of study.

EXPERIENCE:

- Minimum five (5) years of experience in a sales role;
- Experience using a consultative sales approach in a related field;
- Experience in the mental health or educational training fields considered an asset; and

COMPETENCIES AND ATTRIBUTES:

- Demonstrated strength in skills including problem-solving, customer relationship building and analytics in order to prepare accurate and complete business proposals;
- Proven inside sales experience;
- Track record of over-achieving quota;
- Experience building sales plans
- Excellent verbal and written communications skills;
- Strong listening skills;
- Ability to multi-task, prioritize, and manage time effectively;
- Strong understanding of sales cycles, funnel management and CRM systems;
- Extremely customer centric and familiarity with relationship selling techniques;
- Ability to work within a team selling model;
- Passion for wanting to help people;

- Technical aptitude and the ability to learn and adapt to new products and processes;
and
- Excellent interpersonal communication and public speaking skills.

ADDITIONAL DETAILS REGARDING THIS OPPORTUNITY:

The Total Compensation package for this position takes into consideration relevant geographic salary information as well as the education, skills and experience of the successful applicant.

The position will remain open until end of day **December 6, 2019**. Please submit your resume with a cover letter to hr@livingworks.net.

We sincerely appreciate everyone's interest in this role but we hope you understand that we can only contact the few qualified applicants we select for an interview.