

## **B2B Sales Representative**

### **Position overview:**

Job Summary: We are looking for a B2B Sales Representative with an entrepreneurial spirit and hunter mindset for our growing Corporate Sales Team at Canada Computers. The **B2B Inside Sales Representative** is responsible for driving revenue growth by identifying, qualifying, and converting prospective business customers through inbound and outbound sales activities. This role focuses on building strong relationships with decision-makers, understanding client needs, and delivering tailored solutions that align with the company's products or services. This is a full-time in-office position at our Richmond Hill head office. Occasional offsite customer visits, trade show attendance/staffing, or out-of-office training may be necessary.

The ideal candidate will have a successful track record of hunting and building their own book of accounts and being a trusted partner/ advisor to their customers. We are looking for someone who is a go-getter, can operate with minimum supervision and looks to find creative solutions to overcome challenges and roadblocks. This role offers a compensation that includes a Salary + uncapped commissions that grows with you as you grow your customer base and sales. You will also be supported with an accelerated plan at the start of your employment.

### **Responsibilities:**

- Prospecting, Cold Calling and Acquisition of new business buying accounts in Canada Region.
- Maintaining healthy pipeline of opportunities to ensure consistent target attainment on monthly, quarterly and annual basis.
- Growing the existing buying accounts through diversification efforts and promoting new lines of products and services.
- Timely execution of daily administrative tasks of keeping up to date information in Accounts and Opportunities.
- Maintaining and growing the run-rate business within the accounts through daily traction of quotes and orders.
- Fostering a strong relationship by providing highest levels of customer service within the existing buying accounts with strong focus on Solution selling and Trusted advisor approach.
- Develop strategic account plans and own the execution to deliver best in class account management experience and attain the objectives set within them.

**Requirements:**

- 2 years of sales experience in a business-to-business environment.
- Proven track record of consistently exceeding sales targets.
- Proficiency in negotiation and management of client engagements.
- Experience using a CRM system is an asset. (Dynamics, Salesforce, Zoho, etc.)
- Microsoft Office and general computer proficiency required.
- Strong interest & knowledge in the electronics and/or technology industry.
- Ability to work independently and as part of a team.
- Exemplary work ethic and strong desire to exceed intra-day metrics-based goals.
- Excellent verbal and written communication skills.
- Professional phone presence.
- Excellent time management skills and attention to detail.

*AI Disclosure: Artificial intelligence (AI) is not used in the screening, assessment, or selection of candidates for this role.*

*Vacancy Disclosure: This position is being recruited to fill an existing vacancy.*