



Experience • Technology • Results

Inside Sales Manager

THE OPPORTUNITY

An Inside Sales B2B Lead Generation Specialist to C-Level executives responsible for prospecting, qualifying and generating new sales leads. You are a highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospect lists, discovery and individual research. A dynamic personality with a drive to reach decision makers is essential.

KEY ACCOUNTABILITIES

- Develop new business leads and appointments via telephone and mass communication such as email and social media to identify appropriate prospects within the target market.
- Follow up on leads and conduct research to identify potential prospects
- Ask the best questions to help identify the client need
- Identify key buying influencers within these prospects to determine budget and timeline
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel
- Work with the Director to develop and grow the sales pipeline to consistently meet monthly goals.

WHAT WE'RE LOOKING FOR

- Minimum 1-3 years telemarketing and/or inside sales experience
- Demonstrated ability to meet and/or exceed determined activity quota
- A proven track record of strong client relationships
- Excellent written and verbal communication skills
- Possess an upbeat, positive and can-do attitude
- Must be awesome at opening doors and getting appointments from a cold start
- Must be highly self-motivated and love a good challenge
- Professional phone etiquette
- Career minded vision
- Thrive on handling customer objections and rejection
- Previous work experience in sales, marketing, promotions or telemarketing preferred
- Ability to make quality decisions in a fast-paced, deadline oriented environment
- Experience using CRM systems, MS Office Suite
- Creative thinker who is comfortable learning on the fly

YOUR REWARDS

Joining Stratos means joining the best. We pride ourselves in being a Premium leader in our industry. Stratos offers a dynamic, exciting and fun work environment. You will grow and learn as you help us take innovative approaches to assist our clients. This opportunity provides a comprehensive total compensation package that includes uncapped earning potential with salary + Commissions + performance bonus incentive and benefits.

To join the Stratos team, please send your resume outlining your relevant background and experience to:

Attention: Human Resources Stratos Solutions Inc.

99 Rowntree Dairy Road, Suite 200

Woodbridge, Ontario L4L 6C8

E-mail: careers@stratossolutions.com

Fax: 416-987-6966

We thank all applicants, but only those under consideration will be contacted.