

**Inside Sales (Business)
Woodstock, ON**

If your answers to the following questions are yes, we would love to hear from you!

- *Does a competitive base wage plus “uncapped commissions” pique your interest?*
- *Are you looking to take the next step in a B2B sales career?*
- *Is it easier to achieve your targets when you represent a highly respected company?*

About This Opportunity

This role is a great next step for someone looking to advance in their B2B sales career! Within our contact centre environment, you'll achieve and exceed sales targets through identifying and fulfilling our business customer's needs with Execulink's products and services.

To be successful in this role, individuals must be tenacious, goal oriented, customer focused, responsive, sincere and flexible, with exceptional communication skills.

What You Offer

- Demonstrated success as a top sales performer; preference given to candidates with experience in a customer contact centre setting.
- Proven ability to maximize sales opportunities with every existing customer, by performing a needs assessments and using sales tools
- Comfort and capability to work within a queue setting, with extended periods of time spent on the phone
- Experience working with Customer Relationship Management (CRM) applications
- Must be able to identify customer needs and recommend our product offerings
- Primary office hours are Monday-Friday 8:30-5 with some flexibility based on the needs of the customer
- Demonstrated proficiency in a Windows PC environment, combined with demonstrated keyboarding and data entry abilities; proficient within the Microsoft Office Suite including Word, Excel and Outlook
- Valid Class G Driver's licence and access to reliable transportation

What We Offer

- Full benefits package including medical, dental, vision, retirement savings, health & wellness program, employee discount plan, tuition reimbursement program & interest free computer loans!
- A rewarding, challenging, and fun place to work, and all of the benefits that go along with it!

How to Apply

- In your cover letter tell us why you think you would excel as a member of our team!
- Submit your cover letter and resume in confidence to work@execulinktelecom.ca

Please note: Next training class starts January 28, 2018!

Not the right fit this time? Follow us on our social media pages!



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About Us

At Execulink Telecom, the largest locally owned independent telecom company in Southwestern Ontario, our only goal is to enhance your lifestyle at home, work and play. As we grow rapidly, we have an unwavering commitment to continue to build a positive team, with a friendly, family spirited approach. The selection of exceptional talent is important to us! When you join Execulink, you're joining a team that's focused on not only providing an AWESOME experience to our customers, but to our employees as well. We live and breathe our Mission, Vision and Values, and are searching for individuals who are excited to contribute and do the same!

Execulink Telecom is an equal opportunity employer that is committed to inclusive, barrier-free recruitment and selection processes. If contacted for an employment opportunity, please advise Human Resources if you require accommodation.