

- Company Name: FrontRunner Professional
- Address: 6A Clarence Street
Kingston, Ontario
K7L 5H8
- Contact Email: jason@frontrunner360.com
- Position Start Date: 02/11/2019
- Rate of Pay: Commensurate with experience
- City of Job Posting: Kingston
- Number of Positions Available: 1
- Type: Full Time
- Duration: Permanent
- Average Hours Per Week: 35-40
- Schedule:
 - Days
- Minimum Education Required: High School
- Closing Date: 02/10/2019

• Sales Consultant

Kingston, Ontario

If you are looking for a sale position at a beautiful office, with a great working environment and wonderful teammates, then we would like to meet you. The sales consultant position is not your regular joe-job, it offers an opportunity to work with prospects and existing customers from around North America via email, telephone, and in some cases, in person at trade shows. You would be part of a team that is designed to grow our North American customer base, while also working with existing customers to help upgrade their services.

Tasks Involved in the Position:

- Making outbound sales calls to help solicit new customers
- Contacting existing customers in a sales capacity
- Conduct online demonstrations via screen sharing software
- Take ownership of customer relationship to ensure their satisfaction

Us:

With our headquarters in Kingston, we are a web-based software company that offers b2b software solutions in North America. Our customer base is growing, so our team must grow as well. We look for energetic staff that like the balance of a fun office environment, but a hard working culture.

You:

You've got experience – ideally 2+ years in a sales role where telephone sales were a component of



your daily life. You are a dedicated person that enjoys being part of a team, and will work hard to contribute to the overall success of the company. You live for the rush of making a sale and satisfying a customers needs. You're at your best when you face adversity and conquer it.

And, of course, you've got a salespersons mentality which requires you to be:

- A self starter
- Easy managed because you're constantly motivated
- Eager to contribute to the team
- Comfortable on a phone and working on a computer

But you don't stop there. You're always learning, always pushing yourself, always on top of the looking to help the company in any way that you can, and always ready to try something new.

If you want to fit in with us, you should be a team player who can conduct yourself like a real pro (while still managing to have a great time). You should be bondable, reliable and attentive to detail.

We are looking to fill multiple roles within this category. Compensation will be negotiated during the interview process

If this sounds like you, please submit a cover letter and resume clearly indicating how you meet the requirements for this position.

