

Inside Sales Representative

Company Overview:

BI Infotech is a business intelligence solution provider. We help Market Research Companies do Fieldwork Data Capture and Resource Management so they can save money, ensure data quality. We provide customized tailor-made solutions for our clients problems.

Our solution FSMS accomplishes this by providing an easy to use APP and live dashboard which is powered by AI and ML.

Position Summary:

We are looking for a talented, enthusiastic and motivated Inside Sales Representative to evangelize the BI message into the most important companies in the world. You will be responsible for delivering a positive customer experience using the Bi Solutions sales model while maximizing revenue and margin generation in top custom accounts. In this role, you will be linked with a team of field sales counterparts (Outside Sales Executive, SEs, Channel Partners, etc.) helping to penetrate new accounts and cross-sell into existing BI accounts

Primary responsibilities:

- Has experiences in the full life cycle of sale: prospecting, selling, and closing
- Effectively articulate the value proposition associated with SailPoint products and services
- Build lasting relationships with prospects, end users and partners
- Engage with cross-functional resources including field sales, senior leadership, marketing and others to drive business in your account base
- Assume an active role in executing against your team's territory growth plan
- Maintain a high-level of critical activity including end user calls, partner calls, customer calls, meetings and proactive outreach (phone and email)
- Connect with prospects and customers using sales efficiency / activity tools

Requirements:

- Experience in high tech sales. Preferably software and/or SaaS offerings
- You have excellent verbal and written communication skills. Leveraging these skills to sell competitive products is something you genuinely enjoy.
- You may have experience working in a high-performance team and thrive in a fast-paced stimulating environment and a built-in sense of urgency
- You are coachable and open to receiving and acting on feedback to improve results.
- You have an unwavering positive attitude, strong drive for results, and can easily handle ambiguity.
- Ability to travel within North America (up to 25%) as needed for customer visits and trade shows

Qualifications: The ideal candidate will possess the following:

- 2-5+ years of full sales cycle software sales experience
- Experience selling Technology products to Information Technology teams in the Global Fortune size companies, Enterprise, Mid-Market space
- Bachelor's degree preferred but not required

Job Type: Part-time: 10 to 20 hours of work per week

Benefits:

\$26.19 - \$35.32 per hour, depending on the experience

Please send your resume and cover letter to hello@biglobal.ca