



Job title: Customer Service/Sales Representative

Job location: Insource Corporation - Markham

Type of employment: Full-time

Application deadline: Ongoing

Insource Corporation (Markham, ON), a leading Canadian technology supplier and service provider in the paper handling, mailing, printing, bindery and packaging industries, is looking for dedicated individuals to help us spread the word and deliver client solutions.

As a Customer Service/Sales Representative, you'll be responsible for developing existing and new relationships and keeping potential and current clients informed about Insource's many products and services. You'll also be required to be in constant contact via phone or face-to-face, while sharing ideas on how you can improve their businesses.

Summary of main responsibilities:

- ✓ Generate sales leads.
- ✓ Identify and assess customers' needs to achieve satisfaction.
- ✓ Build sustainable relationships and trust with customer accounts through open and interactive communication.
- ✓ Builds and maintains positive relationships and regularly follows up to ensure Insource products and services are exceeding customer expectations.
- ✓ Serves as a sales presence at community or company events as required, interacting with current and potential customers.
- ✓ Cold canvasses in assigned territory and makes sales presentation to new clients and existing clients for upgrades.
- ✓ Creates and maintains successful interdepartmental relationships.
- ✓ Introduces, markets and sells any new services.
- ✓ Attends and participates in all scheduled team meetings.
- ✓ Maintains current job knowledge through completion of on-going training opportunities, satisfactory skills assessment, and attainment of job related certifications.
- ✓ Represents Insource in a professional and engaging manner at all times.

Desired Skills and Personality:

- ✓ Proven customer support experience or experience as a client service representative.
- ✓ Ability to multi-task, prioritize, and manage time effectively.
- ✓ Developed sales skills to recognize a sales opportunity and effectively explain product benefits to clients.
- ✓ Well-developed verbal and written communications and impact and influence skills to effectively interact with existing and prospective clients.
- ✓ Self-motivated, driven to search out prospective clients and identify new opportunities.
- ✓ Passionate about technology, automation and process improvements.
- ✓ Confident, energetic and enthusiastic personality.
- ✓ Ability to persevere, even though it may become tedious at times.
- ✓ Self-motivated, driven to search out prospective clients and identify new opportunities.
- ✓ Work as part of a closely-knit team or independently when required.
- ✓ Build and maintain high-level relationships with co-workers and clients.
- ✓ French as a second language.



Requirements:

- ✓ Regular, consistent and punctual attendance.
- ✓ If needed, must be willing to work nights and weekends, variable schedule(s) as necessary to maximize customer contact.
- ✓ Technical and production equipment background.
- ✓ Experience in packaging industry an asset, installation experience a plus.
- ✓ Selling in B2B environments.
- ✓ A track record of achieving targets.
- ✓ 3 years+ in a proactive sales role.
- ✓ Own vehicle, Valid driver's license.

Wage: Salary Base with commission package in time.

To apply: Please submit your cover letter and resume to: careers@insourcecorp.ca

Only suitable candidates will be contacted.