

## **Inside Sales Executive**

We have an exciting opportunity for a fulltime **Inside Sales Executive**. We are seeking an innovative, high energy, customer focused individual to join our Sales Team.

We are a Software company with a leading edge product that's been in the market for 15+ years located in downtown Toronto.

### **JOB DESCRIPTION**

Reporting to an VP Sales, and working closely with Field Sales Executives, the Inside Sales Executive is responsible for a specific set of accounts and drives revenue through subscription renewals and finding new business; while meeting or exceeding quarterly and annual targets.

The successful candidate will possess strong and engaging telephone skills, is an effective communicator and listener, and has a track-record for generating interest, attendance and sales leads for targeted marketing programs around our suite of rich media software products.

### **PRINCIPAL DUTIES AND RESPONSIBILITIES:**

- Conduct outbound customer calls; responsible for a minimum number of calls daily.
- Qualify leads and prospects at all levels of the organization
- Determine customer requirements and expectations in order to recommend specific solutions.
- Increase sales and average transaction size by up-selling, add-on sales and cross-selling.
- Provide customer quotes, proposals, order forms, and product information as required.
- Use Salesforce.com to document all customer opportunities and customer activity.
- Use Salesforce.com and the embedded probability definitions to accurately forecast against plans and targets weekly.
- Respond to customer inquiries in a prompt manner.
- Maintain basic knowledge of North Plains products, competition and industry trends along with promotions and other items related to doing business with North Plains.
- Travel is minimal, less than 5%
- Performing other related duties as required

### **PROFILE:**

- Minimum 2 years inside sales and/or telemarketing experience with focus on lead generation, relationship creation for B2B or enterprise software
- Ability to maintain an upbeat and positive attitude at all times
- Ability to navigate corporate structures to identify decision makers
- Ability to work under pressure while paying attention to detail and accuracy
- Familiarity with sales process and certain selling methodologies i.e. TAS
- Effective organizational skills with ability to handle multiple tasks and meet deadlines
- Self-starter, high energy, aggressive and results-oriented
- Collaborator, willing and able to learn quickly, and able to work with little supervision
- Able to build strong relationships for repeat business.

- Good interpersonal and communication skills
- Ability to think outside the box and strong work ethic

#### **EDUCATION & TRAINING:**

- College or Bachelor's degree preferred
- Experience with CRM software (Ex. Salesforce, SugarCRM, etc.)
- Highly proficient computer skills including internet, email, MS Word, Excel, PowerPoint
- Experience in or knowledge of content technologies, content management software, Software-as-a-Service (SaaS), publishing/media and business applications will be considered an asset

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organization.

#### **ADDITIONAL REQUIREMENTS**

- Local Candidates Only - The position is based in our downtown Toronto, Canada office.

#### **COMPANY DESCRIPTION**

Founded in 1994, North Plains Systems is the leading provider of digital asset management solutions providing full workflow support from creation, to production, to focus, and vision have been recognized throughout the industry and are evident in such delivery. It's pioneering technology, innovative products such as TeleScope Enterprise and TeleScope Video Manager. With its platform agnostic approach to managing digital assets, over 450 customers benefit from North Plains' expertise in delivering industry defining solutions for video asset management, digital media management & distribution, centralization, workflow optimization, and virtual collaboration.

Interested candidates are asked to send their resume to [careers@northplains.com](mailto:careers@northplains.com)

When responding, please indicate **position name** and **source of advertisement** in body of email. We thank all applicants but advise that only those to be considered for an interview will be contacted. No Agencies please.

[www.northplains.com](http://www.northplains.com)