Business Development Sales Specialist Job

Employer Name: High Tech Genesis

SpiderID: 12491376

Location: montreal, Québec

Date Posted: 5/4/2022

Wage: TBD

Category: Information Technology

Job Code:

Number Of Openings: 2

High Tech Genesis is looking for a motivated Business Development Sales Specialist to join our growing sales team.You will be to prospecting qualifying and generating business-to-business leads.  
  
You need to be results-oriented, self-driven with B2B sales and prospecting experience in a technology sector, your main focus will be on researching and prospecting using social media outreach, emailing and cold/warm calling, as well as qualifying inbound leads.  
  
Required Skills and Experience:  
  
1+ years of experience in an outbound sales role including cold-calling, prospect research, email, and social media outreach, in a B2B sales environment  
  
Proven track record in driving revenue and reaching target KPIs with customers focused sales  
  
Ability to successfully pitch a product or solution to a non-technical audience  
  
Fluent in English as the primary language with the capability to write professionally (emails, reports, etc.)  
  
Knowledge of CRM and productivity platforms: SalesForce, Office Suite, MS Teams  
  
Desired Skills:   
  
Experience in Sales in a related field, such as IT, networking, security or surveillance  
  
Familiar with system integrators, distribution channels or technology partners in markets such as Anixter, Genetec, Eagle Eye Networks, Milestone, Johnson Controls, Schneider Electric, Siemens, ENGIE, etc.  
  
Bachelors degree in Business Administration, International Business or equivalent  
  
Note 1: You MUST be legally entitled to work in Canada (i.e., possess Canadian Citizenship, Permanent Residency or Valid Work Permit).  
  
Note 2: High Tech Genesis Inc. is an Equal Opportunity Employer.  
  
Note 3: In accordance with the Accessibility for Ontarians with Disabilities Act (AODA), HTG will provide accommodation accessible formats and communication supports for the interview process upon request.  
  
Note 4: Please submit an MS Word version of your resume when applying for this position.   
  
Note 5: Salary is commensurate with experience.  
  
Begin your new career with us today!  
  
 Apply on-line at: https://jobs.hightechgenesis.com/o/business-development-sales-specialist-montreal

Start Date: ASAP  
  
  
Position Type: Full-Time Permanent  
  
  
Years of Experience Required: 2  
  
  
Education Required: Bachelors  
  
  
Overnight Travel:   
  
  
Vacation Time:

Contact Name: D. Gorman

Employer

Company: High Tech Genesis

Ottawa

Ontario

K1B1A7

Web Site: