



We are hiring! **Inside Sales Representative, Mississauga**

What You'll Do – The Role

- Sales Support - Act as 'point of contact' for incoming service sales inquiries or those assigned by management properly logging each into the Company's CRM system. These would include Rental quotation requests, general Service Sales calls and Home Standby Generator maintenance proposal requests.
- Monitor Bid Boards to find new bid opportunities and distribute leads to sales reps (i.e.: BC Bid, Biddingo, Merx, AB Coolnet, Bids & Tenders, Bravo, etc.)
- Assemble and respond to formal Tender Packages for all branches – collaborate with branch sales reps as required. Submit, follow up and disposition all bid results.
- Respond to generator rental quote requests. Working with the Rental Team, build and send out quotes to meet Customer requirements. Follow up on all generated rental quotes properly dispositioning each in the Company's CRM system.
- Coordinate CAN/CSA-C282 seminars for the sales team.
- Perform 'Cold Calling' functions to existing database and new contacts leads. Log all opportunities into the CRM system.
- Provide regular and assertive follow up on all quotes, track success rates and pass leads to sales reps.
- Maintain CRM system by entering accurate and relevant account and customer information into the system along with follow-up dates.
- Support Sales Team with select CRM Opportunity Set Up as assigned by Management.
- Establish, develop and maintain positive business and customer relationships.
- Provide reports and forecasts as requested on a timely basis.
- Actively pursuing information which will benefit the Service Sales Department – eg. New opportunities, names of upcoming projects, successful bidders, pricing feedback, etc.
- Take a proactive approach to resolving Customer complaints and disputes.

What You Need

- Previous related work experiences an asset
- A self-starter and a team player who is able to work both in a team environment and independently.
- Well-developed interpersonal, communication and organizational skills, as well as demonstrated effective time management skills, including the ability to multi-task.
- Strive for continuous improvement by always looking for more efficient ways to get things done.
- Strong analytic and negotiation abilities.
- Proficient in the use of Microsoft Office modules, Microsoft Excel and CRM.
- In the case of a power outage or declared State of Emergency by any level of Government, be available for work.

SOUNDS LIKE YOU?? APPLY NOW

A little bit about Us...

Proudly Canadian and respected throughout the industry, we have built our success through expertise, integrity and innovation in providing on-site power generating solutions nationwide. For more than 55 years, our unparalleled reputation for delivering the right generator solution and superior customer service has been built by our loyal Customers. Visit us at www.totalpower.ca to learn more about us.

We offer:

- 100% employer paid medical and dental benefits
- Employer RRSP matching program
- Annual Health/Wellness Spending accounts
- Professional growth & development

Our growth:

As Canada's 1st Choice for PowerGen, our strategic goal is to double in size in the next 5 years. If you want to be part of our success story, join our family and grow with us!

Our culture: Our employees are our biggest asset; their engagement and passion are the key to our success. We EMPOWER them to be ENGAGED!

“Thank you for making this company a very warming and welcoming place to work and do business in.” – Service Manager

Selected candidates with disabilities who require support in the selection process will be accommodated to the best of our ability. Please let us know how we can help.

Only those selected for an interview will be contacted.

No Agencies please.