Bilingual Sr. Inside Sales Representative

Reference No.:	18C8C
Language:	Advanced English, Advanced French
Location:	Brampton - ON
Public Transit:	Yes
Salary:	$75K - $80K + commission
Benefits:	Included
Workplace Type:	In Office
Account Manager:	Munir Jamal
Email:	mjamal@nevian.com
Job Type:	Permanent / Full-time

Description

Join our client, a leading industrial products manufacturer with over 30 years of success in the industry. Renowned for fast growth
and strong market presence in Ontario and Quebec, they focus on delivering high-quality products and ensuring the success of their clients. They invest in state-of-the-art equipment and training for our team because they believe their people
are the key to their success.

Full time & permanent role.
In Office (Brampton) position
Salary: 80K - 85K + commission (10K - 20K) + profit sharing.
Full benefits: after 3 months (Medical, Health, Dental, Vision, Life Insurance, EAP). Pre-approved expenses will be reimbursed.

Responsibilities

- Develop a deep understanding of the Ontario & Montreal market and its dynamics
- Engage with active, inactive, and prospective clients across the Montreal region
- Build and maintain strong, long-term customer relationships, ensuring satisfaction and loyalty
- Provide accurate market information and competitive insights to the inside sales and purchasing teams
- Create and implement account strategies to meet and exceed business sales objectives
- Identify and develop profitable sales opportunities for both new and existing accounts
- Coordinate sales and customer service efforts with inside sales and purchasing teams to enhance operational efficiency and account profitability
- Support inside sales and quoting specialists to deliver exceptional customer service
- Develop tailored solutions to customer challenges and requirements
- Offer accurate product pricing, availability, and delivery time lines
- Recommend alternative products as needed to meet client needs.

Qualifications

*Must have full bilingual English & French communication skills

*Completed Post - Secondary education

*Minimum of 5 years of experience in Inside Sales/ Account Executive (B2B) with a background in Industrial Sales

*Must have a “hunter” mindset, strong focus on developing new business

*Strong communication, interpersonal and negotiation skills

*Strong experience with CRM systems