

## Job Description

No.20170419-1

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Opening posting date: April 19<sup>th</sup>, 2017

Closing date: May 31<sup>th</sup>, 2017

Job Title: Inside Sales and Business Development.

Permanent, 40 Hours per week

Direct report to: TBD

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### **About Comprod:**

As a market leader in RF solutions (from indoor and outdoor antennas all the way to filter products and RF systems), Comprod puts innovation and customer satisfaction at the core of its business strategy. Over the past 40 years, we have set ourselves apart by adapting our offering to our client needs and demands, while anticipating future industry trends and opportunities

### **Job Description:**

We are currently looking for a dynamic person to join our team as an Inside sales and business development. The task entails making outgoing calls to dormant and existing customers using the CRM database. Identify potential clients; determine their potential and establish a business relationship. Accurately documenting contact history in the CRM and keeping upper management informed of all progress. The goal is to grow accounts and develop business in an assigned territory and assist the account executives. The ideal candidate will have the opportunity to grow within the company.

### **Duties of the Inside Sales and Business Development include:**

- Qualify a large number of Inbound / Outbound leads.
- Using the telephone and Internet tools, generate meaningful conversations to present our value proposition for business customers.
- Identify the customer needs, and working with team members, develop qualified opportunities.
- Generate opportunities from calling campaigns, for our Enterprise product offering into our US and Canadian markets.
- Follow up on leads and conduct research to identify potential prospects.
- Identify key buying influencers within these prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel.
- Work with the Account Managers and Sales Director to develop and grow the sales pipeline to consistently meet quarterly revenue goals.
- Prepare and analyze sales pipeline reports and dashboards.
- Update CRM information with accuracy.

**Requirements of the role:**

- Bachelor's degree.
- Fluent in English, and French.
- Demonstrated ability to work well in a closely knit team.
- Strong organizational and communication skills.
- Interest in using the Internet and Social Media tools, to research and uncover prospective industry contacts.
- Interest or experience in a technology company undergoing growth.
- Ability to adapt to change and flourish in a dynamic environment.
- A positive attitude + ability to excel under pressure.

Any relevant experience will be taken into consideration.

Please email your résumé to [info@comprodcom.com](mailto:info@comprodcom.com) with the title of the position as subject line.