



Location: Calgary, AB

Date Posted: September 15, 2009

Date Expired: December 15 2009

Position: Inside Sales

Type: Full Time

Department: Sales Team

Organization Description:

New Era Technology is an IT and Training solution provider. New Era Technology is a subsidiary of Netways, a global system integrator with offices in Dubai, Lebanon, Saudi Arabia and Calgary. We are looking for an Inside Sales Specialist to join our Sales team in Calgary to generate new sales opportunities and increase/build awareness of New Era Technology with existing/new clients.

Responsibilities:

- Research the market, generate leads and identify opportunities for Account Executives
- To achieve agreed levels of calling activity to increase our client base and awareness of New Era
- Contact new leads in existing or new account, determine interest level, training readiness and budget availability
- Accurately projecting sales and value of deals
- Capture the training demand of our clients and present, demonstrate and sell our training products and solutions to existing and new clients
- Process transactional sales for new and existing clients through invoicing and credit card transactions
- Meet contact connection targets and sales quota
- Ensure that client payments are processed within appropriate deadlines
- Ensure all client details are accurately documented in CRM
- Ensure that New Era's policies are adhered to at all times
- A very rewarding opportunity if numbers and quota are hit
- Opportunity to advance in the organization and move to an Account Executive role if quota is hit for two consecutive quarters
- \$12 per hour + bonus and commission



Qualifications:

- Strong background in Information Technology
- Excellent telephone manner & communication skills
- Demonstrated sales skills to include objection handling, negotiation, closing
- Proven ability to work independent and in a team environment
- Ability to consistently meet sales quota
- Excellent relationship building/managing skills
- Working knowledge of Microsoft Office
- Knowledge of Microsoft solutions such as Windows Server, Exchange Server, SQL Server, .NET, Visual Studio and SharePoint is a big plus.

How to Apply: Please email your cover letter and resume to: resume@neweratechnology.com