



INSIDE SALES AGENT

CALL CENTER INDUSTRY

Required Qualifications

- We need a competitive, energetic and achievement oriented individual with contagious enthusiasm. * We need someone who is ready and willing to pound the phones, generate business, build massive sales pipelines, earn a high level income, and to win at a high level. All systems, leads, scripts, sales training and tracking, as well as one-on-one training, is provided. This is a salaried position, with bonuses. * Set weekly goals, Track all key business activities

Responsibilities

- Prospect for new clients on a daily basis from various, direct response lead generation sources (NO COLD CALLING), Conduct lead follow up & nurture leads until appointments are set
- Respond to inbound leads from all internet lead sources, as well as sign calls, new listing blasts, postcard campaigns, direct mail, as well as newspaper advertising.
- Schedule appointments for Listing and Buyer Specialists,
- Input/manage client & lead databases, CRM, and long term follow up.
- Communicates effectively with peers, superiors, customers, and vendors in written and verbal form.
- Practices, memorizes, and internalizes scripts. Excellent organizational and time management skills.
- Ability to block out distractions and listen intently to the conversation that is occurring.
- Creates a sense of comfort and familiarity through their ability to build rapport.
- Excellent organizational and time management skills.
- Organized, systematic, and detail-oriented, Results oriented and high achiever.
- Basic understanding of computers and navigating the Internet.
- Career development and training focused, Confident telephone voice

Employment Details

Wage	\$45,000-60,000 per year	Hours	4-6 hours per day Monday-Friday 9am-8:30pm	
Employment Terms	2 Full time & 2 Part time			
Major Intersection	Bayview & Eglinton (Toronto)	Public Transit	Yes	

Job Order details

Job Developer	Clohe 416-760-2573	Job Order #	180017	No. Of Positions	2-3
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If you are registered with The Learning Enrichment Foundation: Please call the Job Developer.
If you are not registered: Apply for this position in person at **116 Industry Street** Toronto, M6M 4L8, **Monday to Friday, 9:00am - 3:30pm**.
Your S.I.N. and an updated resume are required for registration.