



Position	Technical Inside Sales Rep	Website	www.sitemasher.com
Type	Permanent Full-Time	Department	Sales & Marketing Division
Location	#200 – 326 West 5th Avenue Vancouver, BC V5Y 1J5	Job Code	6221 - 023
		Reports to	Marketing Director

Job Summary

Sitemasher is in search for another “get ‘er done” Technical Inside Sales Rep to join our Masher Sales Team! This individual will be responsible for qualifying all new prospects through to lead status, generating new leads & supporting our inside sales team. This individual has technical sales experience, faaaantastic customer relations, the ultimate phone presence, and the drive to contact everyone within a 24 hour turnaround. Your mantra? Definitely “kill them with kindness!”

Sitemasher is a start-up company that has revolutionized how websites are built and managed! We provide a complete website platform for service providers and we are getting some major kudos for it. We are proud of our trophy shelf and happily display our 2008 Microsoft Blue Sky Award for Leading Innovation!

The company’s culture is an invigorating and stimulating environment with smart colleagues and challenging/flexible work, giving all of us the opportunity to do some of the best work of our careers. Located in the new and fabulous Cambie area, we also strive to take on an environmental and socially responsible mentality. Our ideal candidate is an individual that embraces these ideals, is a focused, multi-dimensional person who just wants to get to work and build business.

Welcome to a new era or “Work Hard, Play Hard.”

Duties and Responsibilities

- Handle incoming enquiries from prospective leads.
- Qualify new accounts.
- Close sales opportunities.
- Generate new leads for sales team by cold calling/e-mailing.
- Perform market research & identifying new opportunities & lead generation.
- Make customers laugh!
- Update existing client base with new product releases by phone & email campaigning.
- Support Sales team.
- Support customer inquiries & return all inquiries within a 24 hour period.
- Utilize and maintain Salesforce.com for pipeline tracking.

***Duties and responsibilities outlined above are representative, but not all inclusive.

Requirements

- Post secondary degree/diploma.
- Minimum 2+ years experience in the following areas: technical inside sales, technical customer service, or technical sales support.
- Ability to perform a minimum 40 outbound calls per day efficiently in worst case scenarios.
- Proven success in achieving sales quota – tell us your numbers...it's okay to brag!
- Proven ability to develop new business and secure new customers.
- Excellent organizational skills, superior time management strategies.
- Demonstrates passion for selling in a fast-paced, challenging position.
- Holds a "win-win" philosophy.
- High energy, enthusiastic, & passionate for the business.
- Fluent communication skills of the English language both oral & written.
- Ability to have fun & smile!

Sweetness Factor

- Knowledge of CSS & HTML a big major plus!
- Experience with CRM tools such as Salesforce, Act!, or Dynamics.
- Knowledge of website development and tools

Location

Person should be located in the Vancouver area

What Next?

**If this is an ideal position for you, please send your resume to "Sitemasher HR" at:
Be.A.Masher@sitemasher.com**