

Inside Sales Specialist - USA

Inside Sales / Manufacturing

Moncton, NB

Do you want to work for a dynamic and rapidly growing company that is an industry leader in our field? Greystone Energy Systems Inc. is dedicated to developing high quality and innovative solutions for its customers with unsurpassed customer service.

The Opportunity

We are growing and looking for a motivated **Inside Sales Specialist – USA** to join the Sales team working in Moncton, New Brunswick.

Objective & Summary

- The Inside Sales person will focus on developing and growing the Sensors business for Greystone Energy Systems in the US market with a focus on customer acquisition.
- Develop, maintain and interact primarily utilizing the phone and other forms of electronic communication to a broad scope of new and existing customers within the market to increase sales of products.
- Assisting Sales Manager – USA to develop sales strategies designed to demonstrate the features and benefits of the products to achieve increased sales and profitability.

Principle Duties & Responsibilities

- Proactive outbound selling to established and new customers throughout the US territory.
- Updating and maintaining CRM.
- Establishing relationships with existing and newly established customers.
- Presenting and promoting Greystone products and brand to Controls Contractors, System Integrators and OEM's in the Building Automation Controls market.
- Tracking weekly, monthly and quarterly sales performance.
- Quoting and tracking of opportunities.
- Identify potential clients and the decision makers within the client organization.
- Cold call as appropriate within your market or geographic area to develop a robust pipeline of opportunities.
- Meet potential clients by growing, maintaining, and leveraging your network.
- Research and build relationships with new clients.
- Effectively manage accounts and maintain relationships with clients.
- Set up meetings between client decision makers and company's practice leaders/principals.
- Efficiently plan approaches and pitches.
- Work with team to develop proposals that speak to the client's needs, concerns, and objectives.
- Use a variety of styles to persuade or negotiate appropriately.
- Match programs to customer requirements, and close contracts for defined programs.
- Collaborate with marketing, support, community management, product management and account management to facilitate new programs, messages, campaigns, and offerings.

- Ensure handoffs to community management, development and support are successful, and exceed customer's satisfaction.
- Ensure reporting and communications is frequent and bi-directional.

Management and Location

- This position reports to the Sales Manager – USA.
- The location of the job is in Moncton, New Brunswick.

Education, Training & Experience

- Completed post-secondary education in Marketing, Sales, Business Administration or a related field and/or equivalent experience.
- Technical training in Mechanical or Electrical Engineering preferred.
- A minimum 2+ years of previous experience in a sales capacity.
- A natural ability to qualify leads quickly and accurately
- Proven track record of exceeding personal sales targets as well as ability to build strong relationships with top level stakeholders

Skills and Competency Requirements

- Personable, presentable & articulate
- Strong administration and organizational skills
- Strong verbal and written communication skills in English and presentation skills
- Strong customer client focus
- Strong teamwork orientation
- Familiarity with Customer Relationship Management software
- Solid computer skills, including MS Office
- High energy, persistence, highly organized with a self-starter personality and the ability to work independently with minimal supervision
- Ability to excel in a fast-paced and dynamic environment
- Comfortable making outbound sales calls and talking with new people everyday
- Persuasive and goal oriented
- Eager to expand company with new sales and customer growth
- Proven experience outbound selling environment consistently meeting sales goals and developing new customers

Preference will be given to applicants that can prove a successful track record.

Successful candidates will be asked to provide at least three (3) reference names and email addresses of people who are very familiar with your skills, abilities and experience.

Only those who will be considered for the next step of the application process will be contacted

Applications should be forwarded to Sima Eskandari, HR Manager

Eskandari.s@greystoneenergy.com