



Corporate Sales Representative

We're looking for an entrepreneurial, confident, energetic, well spoken and personable **Sales Superstars** who want a Sales career within an intimate, well established and market leading company which has big aspirations and vision.

20 years ago we produced and sold Adventures only in BC. Today we are the Leading Team Building and Group Activity Producer in North America, with Operations Offices across Canada and the USA.

We are seeking individuals whose goal is to build a successful long term sales career, based out of our International Head Office in North Vancouver, BC.

This person will be selling corporate team building events and group activities to Top Companies and Fortune 1000 in Canada and the USA. With clients located throughout North America this role is office-based, with potential travel for trade shows or other sales initiatives after your first year. What you put into this role, is what you will get out of it.

Due to the intricate nature of our business and sales system we provide full training and a 3-8 month transition period where you'll be in a Sales Support role while 'learning the ropes". You benefit by this arrangement as your base salary is proportionately more than a Senior Sales Rep while in Sales Support. Then when you are ready to make great commission on top of your new remuneration package you'll move to a Senior Sales Rep role.

Responsibilities & Duties:

- Be first point of contact for most incoming inquiries, while in sales support
- Respond to sales leads by qualifying and uncovering the client's goals and objectives. Pending each client's needs, forward to senior sales rep or work directly with the client by proposing the appropriate event solution.
- Learning and implementing sales techniques and training into your daily routine to close sales and to facilitate the growth of those clients.
- Assisting Senior Sales Representatives in the creation of sales proposals and in gathering information necessary for the completion of these proposals.
- Support the entire Sales Team with initiatives that enable the team to be more productive.
- Hit and exceed annual sales target
- Proactively speak with prospects and clients every hour of every day

Requirements & Qualifications:

Though previous direct sales experience is preferred it is not a requirement. The following attributes, however, are required:

- Professional
- Pro-active
- Self-motivated
- Entrepreneurial
- Confident
- Detail oriented
- Extraordinary time management skills
- Articulate and friendly telephone demeanor
- Exceptional writing skills

Work Schedule: Monday-Friday 8:30am-5:30pm. However, as we have clients across multiple North American time zones, you will be required to shift your work day schedule to accomplish respective responsibilities.

Office Location: 332 East Esplanade, North Vancouver BC (an easy commute by car or transit, just 3 blocks east of Lonsdale Quay SeaBus Terminal).

Remuneration:

- \$30,000 annual base salary, while in training period
- sales representative / sales support commissions
- commission is uncapped
- participation in company profit sharing program
- participation in company health benefits program
- access to discounted adventures and events

A superstar, a very successful sales person, should aim for and be achieving total remuneration of approximately:

Year 1: \$40,000 Year 2: \$50,000 Year 3: \$70,000 Year 4: \$90,000

Start Date: as soon as a candidate who is the perfect fit for our team is found.

Do you have the right attitude and behaviors to be a successful member of the Outback Group sales team? If this position is the perfect fit for your career goals, please forward your resume and cover letter to careers@canadianoutback.com, detailing:

- What is an example of where you demonstrated high initiative?
- What are the attitudes and behaviors of a successful sales person?
- Why are you the ideal new Outback Group sales team member?

Be sure to note **Corporate Solutions Sales Representative** in your subject line.

We will only reconnect with those applicants we wish to interview.