

Qualification & Sales Development Specialist

The Human IT Company is looking for a Part-Time\ Occasional Qualification and Sales Development Specialist contractor. This is NOT a cold-calling role, nor is it a tele-sales position. Work hours are flexible during business hours, and prior sales experience in any field is a definite asset.

Are you taking a break from your regular work, but want to keep your communication skills sharp? Are you recently retired, yet finding yourself bored and looking for something extra? Do you have a dynamic personality with an interest in people and technology? Do you enjoy speaking with potential customers and helping them solve their problems? If so, this may be the position for you.

What's in it for you:

We offer an entrepreneurial environment in which you are given the freedom and support to be successful. You will have the opportunity to work in an ethical and professional environment, and have your achievements rewarded. We value our people, we value their families, and we value the communities in which we operate, allowing you to achieve a true work-life balance. We treat all our team with respect and understanding.

What you will get to do

You will have the opportunity to grow and manage our client portfolio by building solid networks, following up on letter-mail campaigns, and creating leads for new business and developing a pipeline for the future. A critical aspect of your role will be to qualify prospects and book appointments for businesses seeking our Managed IT solutions. Using your exceptional communication and networking skills, you will also spend time scrubbing raw lists to help build a pool of future campaign recipients. raise awareness of our services and increase our market share by conducting information presentations.

Personal Qualifications

- Demonstrate respectful written and verbal communication skills.
- Demonstrate attention to detail.
- Ability to stay calm and polite in the face of tense customers and situations.
- Ability to multi-task, prioritize, and meet all the required deadlines and expectations.
- Ability to work independently as well as part of a team.
- A functional knowledge of Excel or CRM systems

This role would best suit someone who has held prior positions doing sales, or who has spent considerable amounts of time in a sales-related environment. If you're motivated, outgoing, friendly, focused, savvy, and looking to expand your talents, work with a young professional team, and make some money (with bonuses) we would love to meet you!

We're not just *an* IT company...
We're *your* IT company.



Compensation

A starting hourly rate of \$20 per hour is provided, plus a commission of \$50 per appointment sat. A company phone will be provided for your work. This is a contract position averaging between 5 and 10 hours per week. Use of a company laptop may be negotiated; however, you should have your own computer headset with microphone for calling.

Those interested should email their resumes or company profiles in MS Word or Adobe PDF format to jobs@HumanITCompany.ca. Please put 'SDR Specialist' in the subject line. We thank all interested parties however only selected applicants will be contacted.

References will be required during the interview process and will be verified.

About The Human IT Company

The Human IT Company is a full-service technical support firm serving the Metro Vancouver area since 2007. Committed to business, we enable our customers to make better business decisions for their IT needs. Dedicated to social awareness, we strive to make the world a better place through cooperation, understanding and personal responsibility. Visit us at www.HumanITCompany.ca and find out why we say that We're Not Just *an* IT Company... We're *your* IT Company.