



Job Posting: Corporate Inside Sales

Mississauga Office

Love sales? So do we!

The corporate inside sales role will be responsible for driving the sales goals of the organization as it relates to the corporate sector (small & medium sized organizations) of the market, within a defined territory.

The role is instrumental in developing new business from targeted organizations that have corporate travel needs, while maintaining and growing the existing book of business that's assigned to the role.

Your day-to-day will include:

- Initiates outbound calls to targeted companies and with the purpose of securing new business
- Secures new accounts and revenue streams from the corporate sector from medium/small organizations
- Manages and grows the existing book of business as defined in the territory
- Responsible for setting sales plans by geographic area and achieving the desired quota of sales calls/week
- Recommends programs to support both short and long-term sales strategies that stimulate new business
- Participates at industry events and supports other partner activities as deemed necessary, - tradeshow etc., throughout the year
- Responsible for maintaining an up to date corporate account base in designated geographic area – using ACT.
- Seeks innovative ways of managing the corporate business base
- Participates in weekly & annual sales meeting
- Submits a weekly sales plan & sales reports on Mondays
- Travel may be required at the discretion of the direct supervisor
- Additional responsibilities may be assigned as required at the discretion of the Vice President
- Other related duties may include conducting background sales research, liaising between field sales representatives and internal operations personnel

If this sounds like what you love to do, we'd love to hear from you! Please email your cover letter and resume to marketingservices@parknfly.ca.