

SALES CONSULTANT – SAFETY SOFTWARE SOLUTIONS

Please indicate job title in subject line of email submissions.

Job Title: Safety Software – Sales Consultant

Experience: Experienced

Education:

Location: Winnipeg, MB

POSITION DESCRIPTION:

Reporting to the Director of Sales/Business Development the incumbent will be responsible for hunting, presenting, supporting and selling 1Life Workplace Safety Solutions to SMB's in Manitoba. The ideal candidate will be a successful, experienced sales professional who will use a consultative approach to uncover client needs and present solutions that will contribute to overall revenues, loyalty and retention.

KEY DUTIES AND RESPONSIBILITIES:

The duties and responsibilities of this position include but are not limited to:

- Demonstrate and excel in 1Life Workplace Safety Solutions' Mission, including but not limited to the following:
 - To have an impact on sending workers home to their families safe and healthy at the end of every workday.
 - To support entrepreneurs in creating profitable and sustainable businesses.
 - To reduce our clients total cost of risk by leveraging technology and innovation.
- Key characteristics that describe you: trustworthy, strong initiative, optimistic & enthusiastic, high standards, accountable, delivers on promises, collaborative, great communicator, learns from others.
- Manage an account portfolio of clients as well as executing a balanced focus of new/new client acquisition activity.
- Weekly field activity expectations: Set and facilitate 8 - 10 sales appointments with qualified prospects
- Identify and classify account opportunities and potential by establishing call priorities and frequencies (using CRM).
- Ability to reveal and understand client needs and actively follow-up and convert leads to sales.
- Communicate regularly with safety professional team in order to resolve client issues.
- Other sales related duties including weekly, monthly reporting.

REQUIRED EXPERIENCE AND QUALIFICATIONS:

- 3 to 5 years of consultative selling experience is required (outside sales experience preferred).
- Strong skill set in area of prospecting and cold/warm calling for new business.
- Ability to work independently with strong self-management.
- Superior interpersonal and client service skills to effectively build relationships
- Demonstrated team-player attitude.
- Strong communication skills, ability to convey message in an organized, clear and effective manner.
- A self-starter, taking action to achieve goals beyond what is required.
- Exceptional time management skills.
- Goes beyond job requirements to seek opportunities and generate ideas for improvements.
- Proficient computer skills and aptitude (tech savvy).
- Familiarity using CRM software (Salesforce, etc.)
- Possession of a valid driver's license and a reliable vehicle.
- Background/experience in safety is an asset but not required.
- Post-secondary education is preferred.

WHAT WE OFFER:

- Competitive compensation.
- Generous benefits program.
- An amazing corporate culture and a supportive team that is committed to personal and professional growth.
- Dynamic, rapidly growing, award winning company with the opportunity for advancement as we grow.

HOW TO APPLY:

Please email your resume along with salary expectations and availability in confidence to:

careers@1LifeWSS.com

1Life Workplace Safety Solutions is committed to the principles and practices of employment equity. We invite all qualified women and men, including persons with disabilities, visible minorities, and Aboriginal peoples to apply for our career opportunities.

We thank all who apply. Only candidates selected for an interview will be contacted.