

EMPLOYMENT OPPORTUNITIES

Beckard Associates Ltd. is an equal opportunity employer, looking for people who can add value to the growing needs of our company.

If you can meet or exceed the skills and qualities outlined below, please e-mail a copy of your resume and outline your interests to [human resources](#).

Sales Representative, JOB NO 2415

Job Type: Full Time - Permanent
Salary: Dependent on Expertise
Location: Downtown Toronto
Position: Sales Representative

Essential Duties and Responsibilities include:

- Responsible for selling ERP products and services offered by Beckard Associates Ltd. to new accounts.
- Responsible for the maintenance of key customer information and activity in the sales automation system (ACT! 2000).
- Quota attainment and exercising territory management are primary requirements.
- Candidate should possess a strong commitment and aggressive desire to succeed.
- Continually improves on computer, sales and communication skills and product knowledge.
- Contributes to marketing objectives by making suggestions on new opportunities and methods to gain market share.
- Considers and regularly reviews and analyzes personal performance on sales ratios and customer service satisfaction.

Requirements:

The requirements listed below are representative of the knowledge, skill, and/or ability required:

- Above average communication and negotiating skills.
- 3-5 years experience selling software solutions to the manufacturing industry.

Education/Experience:

College/University education and/or IT related sales experience.