
Sales Prospector

iPerceptions is one of North America's leading web-focused Voice of Customer Analytics providers. Its webValidator Continuous Listening solution and Proprietary iPerceptions Satisfaction Index (iPSI) turn thousands of data points into easy-to-understand strategic and tactical decision support for website marketers.

iPerceptions' clients include such well known brands as InterContinental Hotels, General Motors, Dell Computers, Hyundai, LG Electronics, Choice Hotels International, BMW and Monster Worldwide. iPerceptions has offices in New York, Toronto, Montreal and London.

iPerceptions is looking to hire a full time inside sales representative. The position offers interesting and exciting work in the emerging and growing market of web analytics. This position will be responsible for generating client leads, cold calling potential clients to make contact, creating client interest, qualifying the potential sale and scheduling an online demonstration of the company's solution and capabilities.

This position will be based out of our head office in Montreal, Quebec, and will report to the Vice President of Marketing. This is the chance to be part of an explosive company.

Sales Responsibilities:

- Prospecting potential leads.
- Identify, target, and introduce an online marketing tool to Fortune 2000 companies throughout the United States.
- Call on key decision makers, and build rapport by introducing the company's solutions and the benefits.
- Work hand in hand with the Sales department on setting up appointments and demonstrations.

Skills and Qualifications:

- Understanding of the online space and web based technology
- B2B sales experience
- Disciplined, focused, self motivated, and creative
- Able to work both autonomously as well as in a group dynamic
- Impeccable verbal and written communication skills
- Be able to overcome objections and be persuasive
- Proven track record of consistently meeting or exceeding targets
- Excellent computer skills (MS Office Suite, Internet, Email)

(cont'd below)

Interested candidates should forward a cover letter and copy of a recent resume to:

Sandra Haydon

shaydon@iperceptions.com

iPerceptions offers a competitive base salary plus incentive program.
Only qualified candidates will be contacted for an interview.