**Quelques pistes au Canada**

By [Emmeline Gros](https://www.facebook.com/emmeline.gros.3) on Wednesday, October 9, 2013 at 4:28pm

Canada Inside Sales / Marketing (Bilingual) – NEW JOB! The Opportunity As a Bilingual Inside Sales / Marketing professional you will be selling and marketing our products and growing our Science and Engineering market across Canada. We’re an expanding educational laboratory solutions firm in an essentially recession-proof industry. From our Oakville office, you will provide our clients with guidance in selecting and purchasing the correct lab equipment.  You will also provide pre & post sales support.  Send us your resume via this job board, or alternatively, send to rickATsearchvelocity.ca, Subject: Inside Sales / Marketing Role • Primary responsibility is to market and maintain sales opportunities • Conducting customer needs assessments • Creation and execution of marketing campaigns • Through your marketing initiatives, create opportunities by making customers aware of the latest trends in technology and providing tailored needs assessments • Working closely with Account Managers to ensure that their site visits are well planned and qualified • Generating quotes and responding to tenders • Coordinate new orders for our products and services.  • Manage product sales and service delivery to ensure consistency of high quality customer service. • Provide account management for clients to resolve product issues. You will be actively involved in resolving and correcting any escalated customer issues • Ensure client complaints are solved quickly and ensure optimal client satisfaction and trust About you The ideal candidate is a determined individual who is an excellent communicator and fast learner, and has lots of energy and passion for the job.  S/he will be able to work independently and as part of a team with minimal supervision, well organized and able to juggle constantly shifting priorities. The successful candidate will be resourceful and accept and maintain ownership over action items.  We look for people with an entrepreneurial spirit and initiative who truly fit their culture.  If you think you can engage customers, be innovative, have fun, and be a team player, we want to hear from you. Do you have this? • 5+ years of experience in a business to business marketing and/or inside sales role • 1-2 years experience in technical support or customer service • Bilingual – French (written and spoken) • Experience creating creative content with Adobe Illustrator, Powerpoint and Prezi • Experience with Wordpress, Joomla, or other Content Management Systems (CMS) would be an asset. • Leverage best practices to drive innovative marketing programs (webinars, newsletter, email, web, community, social media) • Experience measuring the success of marketing programs • Must be client focused and have excellent communication skills and relationship building abilities • You have strong analytical and organizational skills as well as the persistence to nurture long buying cycles • CRM experience • MS Office experience • Results driven, self-motivated and a quick learner • Flexibility and ability to prioritize • The ability to travel occasionally to visit qualified prospects or attend a trade show N E X T    S T E P S If this sounds like you, and you’re looking to build your career, then we want to hear from you.  Please send us your submit via this job board, or alternatively, sent your resume to Rick@SearchVelocity.ca