



https://intscanada.com/job/bilingual-inside-sales-representative-fre-eng-toronto/

## INTS CONSULTING - Bilingual Inside Sales Representative (FRE & ENG) - Toronto

**Hiring organization**  
Frontier Dental Supply Inc.

**Employment Type**  
Full-time

**Job Location**  
Concord

**Base Salary**  
\$ 75000 - \$ 137000

**Date posted**  
2023-04-10

### Description

We are seeking experienced sales hunters who love building customer leads / new business development! If you're an experienced **Bilingual Inside Sales Representative** who has sold to and managed accounts for customers in the Quebec region and have a strong aptitude to learn new products, read on!

**Come work with us to do what you love and stay for the Frontier TRACK ...**

- **Team Centric:** We each take responsibility for fostering an environment of personal and professional growth. We are eager to help, support and collaborate with one another recognizing that we are better when we work together.
- **Respectful and Inclusive:** We treat everyone the way we want to be treated and accept everyone on the team just as they are.
- **Autonomous and Accountable:** We are entrusted with and given the space to do our work and in turn hold ourselves accountable for results.
- **Committed to Excellence:** We are fueled by the desire to be our best and to make an impact now and tomorrow.
- **Keep it Real:** We lead with integrity and genuineness in our work, interactions and relationships.

### What is a day in the life of our Inside Sales Reps?

- Cold-call dental clinics at high volumes daily (utilizing our CRM database).
- Independently and continuously learn about our products and your customers'/clinics' buying patterns.
- Manage and successfully retain existing accounts with upselling.

### How our Sales Reps make an impact:

- Make life easier for dentists by providing a cost-effective solution and seamless sourcing and buying process for dental supplies. How will you do this?

o To start, cold-call in large volumes (about 100 per day) to acquire new dental practice customers.

o Commit to adequately educating yourself on our products.

o Apply effective selling techniques to convert clinics to be our customers.

- Strategically get to know your existing customer clinics, buying patterns and anticipate their needs to retain their business and upsell. How will you do this?

o Persistently make follow-up calls and recommend alternate and additional products.



- Fully stocked snacks, team BBQs and other company paid meals (we love to eat!)
- Oh, and you will often see dogs in the office.

***What are we at the frontier of?***

Providing quality and top brand dental supplies to dental practices all across North America. Our customers trust our deep knowledge of the dental trade and our ability to provide the right products at competitive prices, all through simple and efficient channels. We currently sell and distribute more than 30,000 unique products to 2,000 dental offices in Canada and the U.S. We're on the cusp of something big.

With roots in the dental wholesale and distribution industry Frontier Dental Supply, Inc., was formed in 2016. We are headquartered in the Greater Toronto Area (GTA).

We are proud to have been certified as a Great Place to Work for two consecutive years (2021 and 2022); awarded one of The Best Workplaces in 2021; and selected as a Finalist (ranked in the top five) by CanadianSME for Fastest Growing Company 2021 and Startup Business of the Year 2021.

***Who is at the frontier of our success?***

Our people. Our people make it all possible. That's why we seek to grow our team with individuals who desire to stay on course the Frontier *TRACK*.

Learn more about what it's like to work at Frontier Dental Supply Inc. from our very own employees on our Glassdoor page.

We're rooting for you! We thank all candidates for taking the time to apply. However, only those candidates selected to move forward in our recruitment process will be contacted.

*Here at Frontier Dental, we are a diverse team that nurtures an inclusive environment. We attribute our growth significantly to our ability to learn from one another's perspectives. Frontier Dental values the unique skills and experiences of each of our candidates; recognizing that each prospective team member contributes to our efforts in building a diverse and inclusive place to work. We are committed to being an equal opportunity employer and are happy to provide accommodations upon request at all stages of the recruitment process. Should you require any disability-related accommodation to support your participation in our recruitment process, please notify us and we will work with you to meet your accessibility needs.*

Job Types: Full-time, Permanent

Salary: \$75,000.00-\$137,000.00 per year

Benefits:

- Casual dress
- Dental care
- Extended health care
- Paid time off
- Vision care

Schedule:

- 8 hour shift
- Day shift
- Monday to Friday

Supplemental pay types:

- Bonus pay
- Commission pay

Work Location: In person