

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

# ?????????????!?!Bilingual Inside Sales Representative (FRE & ENG) - Toronto

# **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.

**Hiring organization**Frontier Dental Supply Inc.

**Employment Type** Full-time

Job Location Concord

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

**Date posted** 2023 [34] 10]

- o Dedicate time to learn about the clinics and how, what and when they buy.
  - Build long-term, meaningful relationships with dental practices, contributing to the success of their practices by providing fair-priced, quality dental supplies
  - Effectively collaborate with our internal logistics and customer service teams to ensure there is sufficient inventory and customers receive their product when they need them.

## Frontier Dental's Differentiators (that help close that sale):

- Fair prices for both brand name and house brand products. We have over 40,000 orderable skus!
- Next-day delivery
- Unique sales-customer relationship model

#### You are our ideal candidate if you are:

- Driven and competitive in nature.
- · Goal-oriented.
- Persistent and see rejection as nothing personal.. better yet, you find it amusing.
- · Love solving problems or identifying solutions.
- Confident about being able to sell pretty much anything to anyone.

## .. and if you have:

- Minimum 2-3 years of sales experience with a high volume of cold/warmcalling.
- Knowledge of and some experience selling to customers in Quebec.
- Strong desire and preference for cold/warm-calling with a drive to increase sales and as a result increase earnings.
- Completely bilingual in French and English (verbal and written).
- Experience in inside sales within a call centre environment is a plus.
- Confidently and persistently able to build customer leads through coldcalling.
- Exceptional customer service skills to be able to create meaningful relationships with our valued customers.
- High level of ambition and drive to succeed.
- · Ability to work out of our GTA office or in Montreal.

# Why join us? (Brace yourself...)

- We offer competitive compensation. Base salary is \$55,000 65,000 commensurate with experience plus a very lucrative uncapped scaling commission structure for a total overall potential earnings of \$75,000 \$81,000 at the end of year one; \$108,000 109,000 at the end of year two; and over \$137,000 at the end of year three.
- Extended Health and Dental Benefits Plan (100% Employer-paid Premiums)
- 15 Vacation Days to start and scale to 20 Vacation Days.
- Paid Religious Holidays
- Paid Volunteer Days
- Real career growth opportunities
- · Flexibility to help you balance work and life
- Supportive leadership team and Culture Committee that works to maintain a positive culture
- · Competitive yet collaborative work environment

- 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