

Inside Sales Representative

Date: January 25, 2022

Position: Permanent, Full-Time

Salary from: \$55,000

Location: Winnipeg, MB, Canada

Remote Work: We're Flexible

Our Agency

AdEasy Inc. is a digital marketing company that specializes in the development and management of online advertising campaigns for traditional businesses. Our head office is located in Winnipeg, Manitoba, Canada, in the historic Exchange District.

About the Role

As an Inside Sales Representative at AdEasy, you will be in charge of securing and onboarding new business through inbound leads. It is essential that you are an outstanding communicator who can instill confidence in prospects with your quick understanding of their needs, that you develop a comprehensive knowledge of what we do at AdEasy and how it can help them, and that you can think on your feet and identify sales opportunities.

Primary Responsibilities

New Business Development

The AdEasy Inside Sales Representative answers potential customers' questions via phone and/or email, creates and maintains a database of current and potential customers in the pipeline, explains features of our products and services, and upsells when it makes sense. You will help grow the agency through your ability to close sales and turn prospects into clients. A driven sales personality and your ability to sell prospects on our offering will be essential to your success.

What We're Looking For

We're looking for people that have industry experience. Who are able to join our team and manage and grow their client portfolio. Our minimum requirements for this role are as follows:

- *Industry Experience* - Minimum 2 years in sales, digital marketing preferred
- *Education* - Diploma or certificate from an accredited sales course
- *Proven Track Record* - Fantastic sales and customer service skills
- *Digital Savvy* - You understand the major search and social networks and how to grow a prospect's business online
- *Dedication* - You're driven to be exceptional at funneling new prospects into the pipeline
- *An Open, Active Mind* - Eagerness to learn new tactics and processes
- *Organized* - Ability to prioritize and manage multiple prospects; acute attention to detail
- *Poise* - Must be a good listener and have the confidence to talk to prospects in any situation
- *Understanding* - Ability to get a quick read on prospects' needs and goals
- *Tenacity* - It's often a long road to closing a deal. You need to have the stamina and determination to hang in there and do what it takes to close the deal
- *Team Player* - We work hard around here, but we also find time to actively decompress and have fun together

Why Work At AdEasy?

Unleash Your Creative Side

AdEasy is a digital marketing agency that prides itself on its collaborative, fun environment for employees. Our team gets sh!t done but we also have a blast with our Monday team morning breakfasts, Friday hangouts after work, and the many internal events that are planned throughout the year.

We Want You To Succeed

Employee development is also very important in the agency and the team regularly attends (now virtual) conferences, watches interesting educational courses, and learns new platforms and software all together. We want to build you up to be the best Inside Sales Rep you can be and to make you say, "Wow, I've learned so much since becoming a part of the AdEasy team. I feel super smart. Woo!"

We're Changing The Industry

We want to be the agency that stands by what we believe in, like transparency. It's why our prices are on our website, it's why we have honest conversations whether things are going well or not as expected. We want to make online advertising accessible for brands of all sizes.

Some of the companies that trust AdEasy:



Why It's Better Here

- Competitive salary
- Custom development roadmap
- Fun company events
- Extended health care
- Dental care
- Vision care
- Paid time off
- We have really good snacks

Hey, This Sounds Perfect for Me!

Ready to join the AdEasy team? Not gonna lie, we're pretty awesome. And just wait 'til you see our beautiful office. Apply here: [Job Applicant Survey](#)

Not the right position for you? Have a look at some of the other spots we're currently hiring for (and tell your friends): adeasy.com/category/careers