



Office Tel: 604-949-1320

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JOB #	<b>201945</b>
JOB TITLE	<b>Inside Sales Rep – Customer Service Rep</b>
JOB LOCATION	Coquitlam / Port Moody area, BC
SALARY	\$40K-\$45K salary depending on experience plus a great sales commission potential (\$20-\$40K) and a company bonus program
ABOUT THE COMPANY	We are a small but growing, highly entrepreneurial team of people dedicated to bringing eco-friendly, every day use household products to the attention of (primarily) home consumers, with a goal of making a difference in how people’s daily lives and activities impact the earth. We are based close to the Skytrain / Westcoast Express station, and multiple bus routes in the Coquitam / Port Moody region
CANDIDATE COMPETENCIES and ‘FIT’	Based on the company’s successful launches and dramatic growth in various new international markets, they need to add <b>another</b> dedicated and amazingly talented <b>Inside Sales / Customer Service Rep</b> to their local team.  The right hire will bring a positive ‘can do’ attitude who is <b><u>aligned with the environmental core values</u></b> that our brands represent. You’ll have great phone and email selling skills, and be skilled using various forms of social media to introduce brands and share product info.
JOB DESCRIPTION	There may be schedule flexibility for this role to maximize global sales coverage, but the preferred <b><u>timing for this new hire is proposed as afternoon/evening: ~2pm to 10 pm.</u></b>  <b><u>Summary of Responsibilities:</u></b> <ul style="list-style-type: none"> <li>Utilize phone, email and social media sales strategies and programs, using our CRM system and capitalizing on ‘warm leads’ generated by our extensive marketing initiatives</li> <li>Contact potential home owner / end-user customers by phone and email to follow up on their initial inquiries about our #1 focus brand, selling the features &amp; benefits and providing product knowledge</li> <li>Represent the company and its products positively and help to facilitate customer orders</li> <li>Management and follow-up of customer orders through to completion</li> <li>Assist our mgmt team with feedback to your sales efforts to help formulate and execute even better sales strategies when you see opportunities for success</li> <li>Participate in team sales meetings to maximum revenue growth potential</li> </ul> <b><u>Competency Profile:</u></b> <ul style="list-style-type: none"> <li>Previous Tele-Sales success and email / social media sales process experience</li> <li>Solid understanding of internet-based tools and Microsoft Office software</li> <li>Post-secondary education or equivalent experience preferred</li> <li>Should be a persistent, goal-driven individual</li> <li>Must be highly motivated, reliable, low maintenance and self-disciplined</li> <li>Need the ability to handle all customer interactions in a professional, efficient and friendly manner</li> </ul>



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	<ul style="list-style-type: none"><li>• Must be an energetic, enthusiastic, outgoing person with a positive attitude, with a strong appreciation for the importance of improved environmental products and actions to help our beautiful planet</li><li>• Must have an excellent command of the English language - spoken &amp; written – and <b>additional language skills would be of value</b> as the company’s brand profile and global growth continues to skyrocket</li></ul>
HOW TO APPLY	<p>Please email your Resume (cover letter optional) to <a href="mailto:info@philiprecruitment.com">info@philiprecruitment.com</a></p> <p>We thank all applicants for their interest, however, only those selected for an interview will be contacted.</p> <p><i>If this is not the right time or role for you, but you suspect it could be a great opportunity for a qualified candidate, feel free to forward this information to them and have them contact us directly.</i></p>