

## **ClearRisk**

Internal Sales and Support

*B2B Software Company*

### **COMPANY SUMMARY**

ClearRisk Inc. is an online provider of risk management solutions. Based out of St. John's, NL, ClearRisk has representatives and partners throughout Canada, the United States and Europe (UK). ClearRisk's solutions are built for insurance brokers, medium-sized organizations, and professional risk managers that are looking for an easy and affordable way to manage risk. We are seeking a highly motivated sales representative who is interested in being part of the success of our growing company. Ideally you are someone who strives to learn the latest technologies and sales techniques. You are motivated by high commissions and the desire to succeed.

### **POSITION SUMMARY:**

This position is available immediately. The candidate can work from anywhere in Canada or from our St. John's office. In this position you will work with the business team to convert leads into paying customers. ClearRisk offers a fast-paced and learning intensive team-based work environment with an attractive benefits package, flexibility, and a lot of growth potential for people who make a significant contribution to our success.

### **Major responsibilities include:**

1. High volume prospecting (phone calls, emails) to qualified leads
2. Working closely and collaboratively with the VP of Marketing to develop and implement new sales approaches
3. Working internally with other groups, such as software development and customer service, to ensure positive customer experiences
4. Prospect, educate, qualify, and develop target accounts and inbound leads to create sales-ready leads and opportunities
5. Scheduling and performing online product demonstrations

### **Required Skills:**

1. Excellent written and verbal communication skills to be effective in conveying a clear, well-understood and articulate message.
3. The ability and desire to work in a fast-paced challenging environment in which you have clear and measurable performance expectations.
4. A good technical aptitude to be able to learn how to use Salesforce CRM to input status updates and to schedule and perform product demonstrations with prospects

**Required Qualifications:**

- Previous sales experience where you demonstrated the ability to meet or exceed sales quotas
- Sales experience in an automated sales environment where accurate entry and management of lead data in a CRM system was required
- Advanced office productivity tools (Skype, Virtual Meetings, Salesforce or equivalent CRM, Google Docs, Wikis)
- College degree or equivalent work experience
- B2B sales experience

**Desired Attributes:**

Must possess the following attributes to be successful and to find the position rewarding: competitive, motivated, self-driven, and ability to deal with objections, attention to detail, good time management, positive and energetic phone skills, excellent listening skills, the highest level of integrity.

This position offers a base salary + commissions & bonuses for achieving goals. You will receive thorough training to start your position. ClearRisk employees who demonstrate high performance and commitment will have the opportunity for career development and advancement within sales and in other parts of the organization.

To learn more about ClearRisk visit [www.clearrisk.com](http://www.clearrisk.com)

To apply please send a resume and cover letter to: [careers@clearrisk.com](mailto:careers@clearrisk.com)