

# Inside Sales Representative

*(Downtown Toronto)*

We are seeking an Inside Sales Representative (ISR); to generate sales and develop new business along with servicing and managing existing clients. As a vital member of the sales team, the ISR must be exceedingly knowledgeable in Ninepoint Partners and competitor products. The ISR uses daily phone contact, rather than face to face meetings, to build relationships and increase sales.

## **Responsibilities:**

- Actively prospects for new clients using all available resources and information
- Promptly follows up on meetings, road shows, events and web casts to generate sales
- Initiates phone contact with clients to begin or expand on existing relationships
- Keeps an archive of all the relevant information pertaining to the products, policies, procedures and rules for dissemination to the clients
- Ensure regional events and road shows are well attended by using outbound call campaigns
- Collaborate with the Sales Assistant to determine priorities and tasks to be completed
- Create broadcast emails with pertinent marketing and product information to advisors via CRM filters and share with the sales department
- Data Mine and populate the CRM system with all the information retrieved during phone calls and surveys
- Participate in project group meetings, sharing feedback and information
- Attend regional events and road shows and serve a back-up for the wholesaler when unavailable to attend functions
- Assist with territory business plans and projections
- Assists advisors with business building ideas, competitor analysis, and tax-planning strategies
- Special projects as required

## **Work Experience/ Skills:**

- Record of role progression with increasing responsibility within the financial services industry
- Minimum 2+ years of sales experience & 3+ years of financial services experience
- Extremely strong sales aptitude; entrepreneurial in nature
- Preference will be placed on experience in the Province of Ontario

**Education Requirements:**

- Minimum bachelor's degree in a field such as commerce, finance, business administration
- CSC or IFIC

Ninepoint Partners LP welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

To apply for this position, please send your resume and cover letter to [salescareers@ninepoint.com](mailto:salescareers@ninepoint.com) with the position title (Inside Sales Representative) in the subject line. We thank all applicants for their interest; however, only qualified candidates will be contacted.

Ninepoint Partners does not accept unsolicited agency resumes or phone calls.