



HUBHEAD CORP.

JUNIOR INSIDE SALES REPRESENTATIVE

PRE-SALES

MARKHAM, ON

HR@HUBHEAD.COM

ABOUT HUBHEAD

HubHead Corp. (www.nrx.com) is focused on helping the world's leading asset-intensive businesses achieve excellence in operations and maintenance by getting their EAM/CMMS data right, and keeping it right. HubHead Corp. is headquartered in Toronto, Ontario, Canada, and has representation around the globe. As we move into an exciting growth phase for our Company, HubHead is looking for an entry level but motivated and driven Inside Sales Representative to work closely with our team.

RESPONSIBILITIES

Primary responsibility is calling into target accounts to schedule discovery calls for outside reps and presales

- Target Accounts are large companies in asset intensive verticals including Oil & Gas, Mining, Utilities, Plant Manufacturing, Chemicals and Transportation
- Value proposition of the solutions is around improving maintenance of technical assets and building maintenance plans
- Solutions are integrated with leading Enterprise Asset Management (EAM) and Computerized Maintenance Management Systems (CMMS) including IBM Maximo, SAP Plant Maintenance and ABB Ventyx Passport
- Meetings need to be with Maintenance and Reliability professionals and senior IT leadership working with EAM/CMMS at target accounts
- Must work closely with outside rep located in Europe
- Focus is on "selling a meeting" rather than actually selling the solutions
- Compensation is tied directly to meetings booked and attended

COMPENSATION AND BENEFITS INFORMATION

- Base of \$40k
- OTE of 80k
- Opportunities for growth
- We are invested in making this a great place for new grads to work!

PREFERRED KNOWLEDGE AND SKILLS

- University degree or collage diploma preferred
- Formal technology qualifications are considered very advantageous
- Excellent verbal and written communication skills
- Confident and effective in communicating complicated ideas to different audiences
- Flexible in operating across functional areas with people at all levels in an organization
- As this role deals with European customers, fluency in European languages would be an asset

This role is key in ensuring HubHead achieves its sales goals and objectives.

Only qualified candidates will be contacted.