INSIDE SALES REPRESENTATIVE

DEPARTMENT: SALES **LANGUAGE**: ENGLISH AND SPANISH

JOB DESCRIPTION

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 Markham, Ontario, Canada, and has representation around the globe. As our Company is moving into an exciting growth phase, HubHead is looking a motivated and driven entry-level Inside Sales Representative to work closely with our team. We are invested in making this a great place for new grads to work!

ROLES AND RESPONSIBILITIES

- The Inside Sales Representative is responsible for identifying, calling and establishing meetings with qualified contacts within targeted segments
- The focus is on "selling a meeting" rather than actually selling the solutions
- Since HubHead's 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, familiarity with or exposure to any or all of these systems would be considered a very strong asset.
- Data entry and lead management in HubSpot; track all prospecting activities and enter new contacts
- Marketing campaign follow-up and lead qualification
- Compensation is a mix of base and bonus and is tied directly to meetings booked and attended.
- Occasional travel may be required

KNOWLEDGE AND SKILLS

- University degree or college diploma; a concentration in Business Administration, IT or Technology would be considered a strong asset
- Experience with software sales, and exceeding qualified lead and revenue goals is a plus
- 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
- Fluent in English and Spanish

SUBMIT YOUR APPLICATION TO: HR@HUBHEAD.COM