

## JOB POSTING: INSIDE SALES REPRESENTATIVE – CRG EMPERFORM

### DESCRIPTION:

Company:	Corporate Renaissance Group
Division:	CRG emPerform
Location:	Ottawa, ON
Job Type:	Sales (inbound/outbound)
Experience Level:	2-3 years
Industry:	Human Resources Software

Corporate Renaissance Group (CRGroup) is seeking an eager, goal-crushing Inside Sales Representative to join the CRG emPerform team. This is a full-time permanent position located in Nepean, ON.

### **A Great Time to Be on the CRG emPerform Team!**

The performance management software market is growing faster than ever before, with more businesses investing in technology to help align, develop and reward their valuable talent-base. CRG emPerform has been a key player in the market since 2004 and competes with other top performance management solutions across the world. We are looking for someone with experience managing and growing our inbound and outbound sales strategies and activities to capitalize on this growth opportunity.

### **About the position:**

We are looking for an Inside Sales Representative who will exceed sales targets and continually build out new and successful ways of reaching prospects and closing deals. We are looking for someone with experience selling B2B software solutions and is focused on quality interactions over quantity. This role will oversee a full cycle sales process which includes everything from sourcing contacts, nurturing leads, responding to inquiries, attending industry events, executing amazing demonstrations and getting the final contract signed. This is an exciting opportunity to be a core part of the team and learn from the business, technical, and product experts around you to build your knowledge and create your dream sales process that works. This is a salaried position with annual performance incentives – perfect for sales specialists interested in building long-term success over uncertain, short-term commission-based results.

### **Key Duties:**

- Become a product expert, understanding key value propositions and sales drivers across different markets
- Respond to inbound leads to effectively qualify prospects and move them through the sales pipeline
- Implement new strategies and programs for outbound sales activities
- Coordinate and conduct effective sales demonstrations – from the initial tour to late-stage demonstrations
- Maintain database (CRM) of lead and prospect records and activities
- Manage sales mock-ups, sandbox sites, and demo site updates
- Work with the business and marketing team to continually evaluate sales processes, content, scripts and strategies and work to implement improvements and new programs
- Analyze and update sales collateral and outward communication programs
- Deliver a world-class experience for prospects who are considering CRG emPerform and other performance management solutions
- Other sales activities as needed

### **Requirements:**

- Post-secondary education in Business, Information Technology, and/or Marketing

- 1-3 years' experience in a B2B sales and/or marketing communications role (HR or software space preferred)
- Outstanding demonstration or presentation skills with the ability to present to executives and professionals and pivot as needed
- Proficiency in Office suite (Outlook, Word, PowerPoint, Excel)
- Excellent writing abilities and phone skills
- Knowledge of CRM Software (Microsoft Dynamics CRM or Salesforce)
- Excellent organization and prioritization skills
- Ability to travel to, attend, and conduct off-site presentations and tradeshow (if required)

**Working Conditions:**

- Highly analytical with the ability to analyze results and propose process improvements
- Adaptability/Flexibility
- High energy and willingness to learn
- Intrinsically motivated, aggressively goal-oriented
- Ability to work independently with minimal supervision
- Ability to multi-task and work extra when needed in order to oversee numerous deadlines and multiple inquiries

**ABOUT US:**



For over 30 years, Corporate Renaissance Group (CRGroup) has been a global provider of innovative business solutions that improve business performance and increase efficiency. CRGroup is a member of the Microsoft Partner Network headquartered in Ottawa, Canada, with offices throughout Canada, South Africa, India and the United States. For more information, visit <https://crgroup.com/>



CRG emPerform is an award-winning employee performance management software solution, one of many solutions offered by CRGroup. This all-in-one suite includes robust functionality to simplify and automate core talent management processes, including: performance appraisals, compensation management, 360° multi-rater feedback, succession planning and reporting. emPerform is easy-to-use, highly customizable and guarantees the best value in talent management software. emPerform has a diverse client base in industries such as healthcare, logistics, manufacturing, not-for-profits, public sector, and financial services. To learn more, visit: <https://employee-performance.com/>

**A GREAT PLACE TO BE...**

Get involved in some exciting and groundbreaking endeavors. Become a part of our community and you'll find yourself in an innovative and challenging environment where the sky's the limit, and you'll be working with a group of professionals whose reputation for quality and excellence is second-to-none.

If you're a technology-loving self-starter, seeking to expand your horizons in a dynamic, high-growth environment, we're looking for you. We offer a generous benefits plan, lots of fun social events, and co-workers who are committed to providing leading-edge products and services.

**APPLY NOW:** To apply for this position, please send your resume to [careers@crgroup.com](mailto:careers@crgroup.com)