



Inside Sales Representative – US Market

MuxLab Inc (Montreal, Canada), a leading technology designer and manufacturer of hardware and software connectivity solutions for the Pro AV and Broadcast markets is actively seeking a candidate for the position of Inside Sales Representative for the US market.

As an Inside Sales Representative, you will be responsible for managing existing accounts, generating leads, qualifying prospects, and closing sales deals over the phone and by email. Your primary goal will be to drive revenue growth by converting leads into customers and maintaining strong relationships with existing clients.

Responsibilities:

- Manage and grow existing partner relationships in the USA.
- Conduct outbound calls and emails to prospective customers to introduce products/services and qualify leads.
- Follow up on inbound leads generated through marketing campaigns, website inquiries, and other channels.
- Understand customer needs and requirements to effectively pitch products/services and tailor solutions to meet their objectives.
- Maintain a high level of product knowledge to address customer inquiries and objections.
- Collaborate with the sales team to develop strategies for achieving sales targets and maximizing revenue.
- Update CRM system (Salesforce) with accurate and timely information on leads, contacts, and sales activities.
- Provide exceptional customer service before, during, and after the sales process to ensure customer satisfaction and retention.

Skills and Experience:

- Proven experience in sales, preferably in an inside sales representative.
- Excellent communication skills, both verbal and written, with the ability to engage and persuade customers effectively.
- Strong interpersonal skills and the ability to build rapport with customers over the phone and by email.
- Ability to multitask and prioritize tasks in a fast-paced environment.
- Self-motivated and results-driven with a positive attitude and a willingness to learn.
- Experience in the Pro Audio / Video market is preferred but not required.
- Knowledge of sales techniques and strategies, including objection handling and closing techniques.

Training: Full product training and support will be provided on all MuxLab product lines.

Travel Requirements: Minimal travel may be required to meet key customers and attend industry trade shows in the USA.

Compensation: Based on experience (base + bonus/commission)

Benefits: Health insurance and pension plan, on-site parking, casual office environment

Join our team and become a key player in driving our company's growth and success through inside sales efforts!