

## Inside Sales

### **We're Looking for an Experienced Business to Business Inside Sales Rep With a Solid Background in Building Relationships. Is That You? If YES - Let's Talk!**

If you're looking for an opportunity as an Inside Sales Representative with ongoing learning, enjoy a challenging and fast-paced work environment and like making exceptional money in the process ... then take the next few minutes to learn about an opportunity with Optrics Engineering. You will be connecting with IT managers, CTOs and CIOs in a consultative role to discuss their current IT challenges and offering them solutions to address these needs.

### **What You Will Be Doing:**

You will be responsible for building new business relationships and expanding business opportunities with existing customers. Don't worry if you lack a technical background as Optrics provides dedicated technical support specialists at all points in the sales cycle.

All sales are business-to-business without the normal challenges of retail and Optrics has a highly reputable portfolio of IT solutions and services for you to offer to clients. You are never on your own without resources and will always be part of our cooperative team who also benefits from your success.

### **Your Keys to Success**

To succeed in this position we are looking for:

- Your ability to talk to people, assess their needs and build a strong relationship where they are comfortable doing business with you.
- Fluency in spoken and written English
- Solid established computer and organizational skills
- A post-secondary degree or diploma
- A high degree of motivation and discipline
- 5 or more years of established business-to-business sales experience but not necessarily in IT (one of our most successful members in fact started with no IT experience or IT knowledge at all, just solid people skills and the desire to succeed)

If you have what it takes to succeed and would like to apply ... why wait!

Submit your cover letter and resume to us today, at [Employment@Optrics.com](mailto:Employment@Optrics.com)!

### **Your Compensation**

We provide a base plus commission. Since the position is strongly commission based, proven performers with talent, drive and existing experience can realistically achieve five figures per month and six figures per year in this industry once established.

## About Us

Optrics Engineering is a licensed engineering firm specializing in network hardware, software consulting and training solutions coupled with a successful Internet-based technology-marketing company.

## In business since 1995

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- Ranked as Canada's 68th fastest growing company in the 2008 Profit 100 Rankings after previously making the Profit 100 list in 2006 & 2007
- Ranked #14 in Alberta Venture's 2007 "Fast 25 Under \$20 million"
- Ranked #276 on the Branham 300 Listing of Top Canadian ICT Companies for 2012
- We work with all major verticals throughout North America from Fortune 500 companies to government, military, education & healthcare
- Friendly and professional yet we're known to share a good laugh on a regular basis

## To Apply

Please provide us with:

- A copy of your resume
- A cover letter explaining why you think you're qualified to join us at Optrics and why you would be successful if we invite you to join our team.

## After You Submit Your Application

1. We will review your resume and cover letter
2. We will contact eligible candidates within a week by email asking some initial questions followed by a telephone interview
3. In-person interviews will follow

Get out of the daily rat race by building yourself a stable, long-term and rewarding career at Optrics!

**P.S.** We try to offer feedback to everyone who applies, so if you're "on the fence" about submitting an application ... you've got nothing to lose if you send your cover letter and resume to us!