



Comtest Networks, a Global Leader and Manufacture of Telecommunication Products for High Speed Internet Services (ADSL2+/VDSL2) is currently seeking an Entry Level - Inside Sales/ Customer Service Representative.

The successful candidate will be expected to drive Comtest's product revenue through in-bound and out-bound efforts as well as retention of existing customers through outstanding customer service practices.

Responsibilities

- Prospecting and initiating the sales cycle with new potential clients
- Maintain effective communication with Key Account Manager to identify sales opportunities and ensure proper follow-up
- Help coordinate responses to Request for Proposals
- Support the development and implementation of marketing campaigns (Trade shows, webinars, mass e-mail campaigns, etc)
- Work closely with existing clients and prospects to determine exact requirements needs and present solutions
- Keep track of quotes and engage clients to move forward
- Work with production manager to forecast upcoming customer requirements

Successful Profile

- Experience with client/customer relations
- Team orientated
- Ability to work under deadlines
- Strong organizational and analytical skills
- Superior communication and writing skills
- Demonstrated ability to multitask and prioritize workload
- Working knowledge of Microsoft Office software
- Desire and ability to succeed in a demanding environment
- Post secondary education or equivalent with 1 - 3 years of proven experience in an inside sales/ customer service environment in the technology industry

Working from Comtest Networks' facility in Ottawa, this full-time position is compensated by a base salary and commission. Compensation plan also includes: a medical benefits package after a three month probationary period and two weeks paid vacation.

Please email your resumes to careers@comtestnetworks.com