



## **Employment Opportunity- Aski Sales Representative**

### **Job Overview**

Aski Capital Inc. is a financial services company providing a socially responsible and financially sustainable alternative to payday loans. Aski delivers Employee Benefit Loans (EBL) to help alleviate short-term financial demands. For more information on Aski visit: [www.askicapital.com](http://www.askicapital.com)

Reporting to the President and Chief Executive Officer, the Aski Sales Representative, working out of the Vancouver area as well as Halifax area (2 positions) is responsible for increasing Sales and the implementation of effective customer retention strategies. Maintain a high level of professionalism in working with team members, clients, and the community. Achieves maximum sales growth and account penetration within assigned territory by effectively selling Aski products and services. Personally contacts and secures new business accounts/customers through a relationship based approach.

### **Qualifications and Experience**

- Post-Secondary Education with recognized business and/or sales experience and education;
- Experience in analysis, consultation and sales as it relates to identifying areas of opportunity, building successful long-term business relationships;
- Awareness of First Nation organizations and culture preferred;
- Demonstrated aptitude for problem-solving; ability to determine solutions for customers (consultative sales approach);
- Excellent verbal and written communication skills;
- Must hold a valid driver's license and have a vehicle; be willing to travel.

### **Summary of Accountabilities**

- Establishes, develops and maintains an active business acquisition program sufficient to meet account quotas in the assigned territory/market segment;
- Makes telephone calls and in-person visits and delivers presentations to prospective customers;
- Researches sources for developing prospective customers and for information to determine their potential;
- Develops clear and effective written proposals/quotations for prospective customers;
- Expedites the resolution of customer problems and complaints;
- Analyzes the territory/market's potential and determines the scope of existing and prospective customers' value to the organization;
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment;
- Provides management with written weekly reports on business development activities including a rolling forecast of sales projections;
- Identifies potential for new products and services;

- Assist in follow up of collections when/if required;
- Participates in trade shows and conventions.

#### Sales/Growth

- Present and sell company products and services to current and potential clients;
- Prepare action plans and schedules to identify specific targets and projections of contacts to be made;
- Follow up on new leads and referrals;
- Identify sales prospects and contact these and other accounts as assigned;
- Prepare presentations, sales proposals and sales agreements;
- Develop and maintain sales materials, campaigns, and current product knowledge;
- Develop and implement special sales activities to increase volumes;
- Establish and maintain current client and potential client relationships;
- Prepare documentation for new customer sign-ups in accordance with company policies and procedures;
- Manage account relationships through quality checks and other follow-up to maximize retention;
- Prepare a variety of status reports including, activities, closings, follow-up and adherence to goals.
- Participate in marketing events such as conferences/seminars, trade fairs, and assemblies.

#### Leadership & Teamwork

- Make recommendations when appropriate to enhance service, processes or procedures;
- Participate in strategic planning and implementation of any new organizational strategies;
- Ensure fiscal responsibility is considered in all aspects of carrying out responsibilities and duties;
- Coordinate other staff to accomplish the work required to close sales;
- Participate and contribute to Aski profitability;
- Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate staff;
- Prepares scorecard and ensures client surveys are conducted for client base in conjunction with other team members;

Please submit an application and cover letter, including three references: Attn. Aski Sales Representative Competition, Email: [resumes@twcc.ca](mailto:resumes@twcc.ca)

Closing date for applications is **July 7, 2017 at 5:00 p.m.**

We thank all those who apply. Only those applicants selected for an interview will be contacted.

\*Aski Capital is an employer with a highly competitive compensation and benefit structure that is based on qualifications and experience”.