

Outbound Sales Specialist



Phone :
Web :

Job Summary

Vacancy :
Deadline : Jun 23, 2024
Published : May 23, 2024
Employment Status : Hybrid
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

Helcim is looking for an energetic and personable individual to join our Outbound Sales team. As a member of the Outbound Sales team you will play a key role in helping more businesses discover Helcim. You will proactively reach out to potential new merchants; helping them find value in what we do.

You will look for continuous opportunities to build your understanding of our product and our customers (talk to them!). You'll pair that knowledge with [the Helcim Way](#) to engage with our customers in a human sales process that starts with 'hello' and seeks to deliver a solid understanding of our service and how they can use it to their full advantage. Nothing makes you happier than building a relationship, sharing your knowledge and helping a small business succeed.

We do sales (and a lot of other things) the right way - this is a great opportunity to join a fast moving company with a product and customer focused vision you can believe in. You'll have lots of responsibility, and with it lots of room to bring your creativity and ideas to further enhance the work of the Sales team, its connection to our customers, and drive ever greater sales results. You will ensure our company remains true to our mission of being the most loved payments company from the very beginning of our customer's experience with us.

What you'll do:

- Conduct outbound calls to potential merchants to generate sales leads.
- Cultivate a deep understanding of Helcim, our payments services and tools (and how they fit into the wider payments market), and the problems our merchants are trying to solve - and show them how we can help solve those problems.
- Maintain detailed records of interactions with merchants in our CRM software.
- Set up sales calls/meetings to demo and explain our service and platform to prospective merchants.
- Guide merchants through our sign up process and help resolve queries about our Fees, Terms of Service, Acceptable Use Policy, etc.
- Conduct cost comparisons for new prospects.
- Work with Success, Support, Marketing, Partnerships, Product and Dev teams to continually evolve sales and signup processes to drive strong results in inbound and outbound new merchant sign ups and product adoption.

Qualifications

- Proven experience in outbound sales, telesales, or a similar role.
- Must have excellent written and verbal communication skills.
- Strong time-management and organizational skills.
- Familiarity with CRM software (bonus if it's HubSpot) and sales performance metrics.
- Proficient with G Suite (Gmail, GDocs, GSheets, etc).
- Intuitive, self-motivated and positive.
- Past experience in a technical customer service position and sales is an asset.

Why Helcim?

Helcim is a payments company that gives small and medium sized businesses a better way to accept debit and credit cards. Thousands of merchants across Canada and the US choose Helcim for their payment needs because of our excellent customer service and innovative software solutions. We won the Canada's Most Admired Award for Corporate Culture in 2021 and has recertified for the third year in a row, ranked number 91 on the Globe and Mail's 2019 list of Canada's Top 400 Growing Companies, and we have big plans to redefine the payments industry. To accomplish this, we need a talented team of people who are passionate about working in fintech. Learn more about working at Helcim in our culture book [The Way of the Helcim](#).

At Helcim we build teams of engaged, caring and intelligent people. In return we provide an environment where you'll be excited to come to work each day and tackle challenges with your colleagues. As part of our team you'll receive amazing benefits including a competitive salary, paid health benefits, stock options and generous vacation time. You'll also enjoy company provided snacks and team lunches to keep yourself fueled and the opportunity to recharge and connect with your team members at company social events.

We invest a lot of time and energy imagining and creating a company and culture that encourages discussion, the trade of ideas, and the execution of amazing products and services. We're friendly and collaborative, working together to achieve big goals. If you want to join our team and feel you can contribute to the growth and success of our company - we want to hear from you!

Join Our Team:

If you would like to be considered for this position, please submit your Resume and Cover Letter through the "Apply for this Job" button at the link below.

Candidates must be eligible to work in Canada and be located in Calgary for this position. Helcim uses a hybrid work structure where team members can work 3 days in the Calgary office (Monday/Wednesday/Friday) and 2 days (Tuesday/Thursday) at home.

For information about how Helcim protects your personal information related to any job application you submit, please see our Candidate Privacy Policy [here](#). Our general privacy statement can be found [here](#).

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
