

Sales Representative

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Phone :

Web :



Job Summary

Vacancy :

Deadline : Jul 08, 2024

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Employment Status : Hybrid

Experience : Any

Salary :

Gender : Any

Career Level : Any

Qualification :

Job Description

Say hello to Newton! The innovative platform that redefines cryptocurrency trading for Canadians. We are on a mission to make financial freedom an accessible reality to every Canadian. We want to empower our customers with the tools and knowledge they need to successfully navigate the world of Crypto.

Picture yourself collaborating with a team spread across Canada, yet seamlessly operating in a fully remote capacity. At Newton, distance is not a barrier: it's an opportunity for collaboration and innovation to thrive. Are you ready to be a part of something bigger? Join a team of driven individuals dedicated to pushing the limits of what's possible.

Some of our values:

- ☒ Customer first mindset - Commitment to integrity and transparency to our users!
- ☒ A dynamic team fueled by collaboration uniting our strengths to overcome any obstacles. Together we build success. We persevere, adapt, and come back stronger, turning obstacles into opportunities.
- ☒ We strive for continuous improvement and embrace creativity and encourage experimentation. We push the boundaries of what's possible and continuously explore new ideas, technologies, and solutions.

We are looking for an exceptional Sales Representative to join our growing sales team. In this role, you will report directly to the Head of OTC. You will be working on developing and nurturing new and existing clients, from high net worth individuals to corporations. Our environment is fast paced and constantly changing. You will have to demonstrate excellent communication skills, have a proven track record of generating strong results and be committed to helping customers.

What you'll do:

- Develop a large pipeline by employing a diverse range of strategies including prospecting, attending meetings and events, making calls, sending emails and leveraging LinkedIn
- Identify and assess potential business prospects within our industry, nurturing potential client relationships in the process
- Master our product offerings to effectively convey their value propositions to prospective clients
- Design and deliver compelling sales presentations which highlight the benefits of working with Newton OTC
- Assess clients' needs, comprehending their challenges run a high volume of intro. meetings
- Experiment with various messaging and outreach techniques, evaluating their efficacy and refining strategies for optimal outcomes
- Maintain accurate and updated sales data in our CRM system, leveraging insights to enhance sales strategies

Who You Are:

- You are able to act independently and proactively to source, progress, and close new business
- You distill complex ideas succinctly to key decision makers at corporations
- You have demonstrated experience with problem-solving and working with limited oversight
- You have strong written and verbal communication skills
- You are flexible and adaptable to meeting the evolving needs of a high-growth and fast paced organization
- You have experience in financial services, security, compliance, crypto, technology, and/or customer relationship management
- You're willing to work out of our downtown Toronto office 4 days/ week

Qualifications:

- University degree or college diploma required
- In depth knowledge of the digital currency ecosystem or demonstrate a willingness to learn
- A proven track record of meeting or exceeding sales targets
- 3-5 years of experience in business development or account management
- Experience using Hubspot CRM tools an asset
- Completion of the Canadian Securities Course (CSC or Conducts and Handbook Practices (CPH)) or CFA an asset

What You Get:

- Competitive base salary and commission
- Full health benefits after start of employment
- Paid vacation, personal, and sick leave
- Hybrid work-from-home environment two days/week
- The opportunity to work at a start-up that is on the cutting edge of a new and growing industry!

At Newton, we celebrate our inclusive work environment and welcome members of all backgrounds and perspectives to apply. We are committed to providing reasonable accommodations and will work with you to meet your needs. If you are a person with a disability and require assistance during the application process, please don't hesitate to reach out!

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
