



Sales Advisor – Lake Country, BC

The Sales Advisor is the first point of contact for individuals and companies interested in our training programs and wide array of services, including HEO placements. They share info on our courses, safety tickets training, certifications, and industry demand overall. This front-line role is instrumental to the organization. A sales advisor must be well versed, professional, and able to adapt to each caller's own unique needs while providing relevant information that meets our high standards of customer service.

Must haves (minimum requirements):

- Grade 12 Education
- 1 to 2 years sales experience, minimum
- Ability to communicate with a variety of people
 - o Government, media, alumni, field personnel, third party stakeholders i.e. companies, funders etc.
- Not afraid of cold calling or call campaigns to targeted audiences with offers/promos
- Friendly & outgoing phone personality

Note: An Industrial background and/or familiarity with industrial environments preferred

You will use your personality and experience to connect with our leads/callers:

- Listen/respond to students needs
- Provide course information, industry insights, and funding resources
- Assist students in overcoming obstacles and help them in the enrolment process
- Provide impeccable customer service to internal & external clients
- Maintain and develop an accurate pipeline of strong qualified leads
- Cold call new relationship partners and prospects
- Work as a team player
- Assist sales and marketing in meeting monthly targets for confirmed students

We have an attractive employee package, which includes:

- Salary dependent on combination of education and experience (average wage \$18-\$22/hour)
- Extended benefits available after 6 months
- Employer RRSP contributions after 6 months
- Year-Round work, Monday to Friday
- Rewarding position helping people achieve their goals and change their lives
- Worksite location is within minutes walking distance to the Rail Trail around beautiful Wood Lake