

Sales Executive Position:

We are looking for a social media-savvy, digitally-fluent, energetic, creative, motivated sales professional to join our innovative ticketing software and services company in London, Ontario. Command of the Internet, social media, online communities and email prospecting is a must. We will review your online profile on all major social media sites prior to your interview.

This candidate should also have the following skills: Oral Communication, Sales Process Management, Organization and ability to meet tight and multiple deadlines.

Candidates should have previous sales experience and top-notch communication and writing skills with professionalism. The successful Sales Executive at Ticketwindow can pave your own path to success, where there is no cap on your earnings. Your income grows each year as you add multi-year contracts to your commissions.

We are looking for an individual with a passion for live events. The position is full-time and mostly inside sales with fairly frequent travel to trade shows, presentations, and industry events expected. Expect to work in an open, collaborative, team environment, participating in company events, working together on large projects, attending live events, maintaining successful relationships with your coworkers, and other sales team members.

Responsibilities:

- Effectively execute our relationship-based sales methodology including social media engagement, email and phone prospecting, and industry networking (online and offline)
- Effectively organize and prepare detailed proposals and contracts
- Understanding of the live event industry
- Quickly gain product and services knowledge and demonstrate product online
- Maintain strong knowledge of ticketing industry, product and brand
- Develop new qualified lead opportunities
- Responsible for quota attainment & activity metrics
- Maintain profile and contact records in CRM system
- Ensure high level of professionalism during sales process and travel
- Attend industry-specific trade shows to build leads and interact with current clients
- Execute sales proposals and contracts

Skills and Education:

- ✓ Bachelor's degree or equivalent B2B sales experience
- ✓ Tech-savvy (Internet, Office programs, social networking)
- ✓ Outbound software sales with proven track record
- ✓ Familiarity with complex selling and solution selling techniques
- ✓ Solid knowledge of MS Office programs
- ✓ Efficient navigation of business & web applications
- ✓ Excellent oral and written communication skills
- ✓ Familiarity with technology products & live event industry a plus

Compensation Range: Salary for first 4 months. After Training period of 4 months will be commission (residual) with opportunity for bonuses and paid expenses.

And it helps a lot if you are:

Passionate about selling (this is first on the list for a reason). Have excellent follow up and attention to details
Willingness to learn all aspects of the ticketing industry; cross-working in other departments to learn all you can about ticketing. If you want the fun and feel of a start-up company, but the solid management and resources of an established business, we may be the place for you. Please email your resume and cover letter to paul@ticketwindow.ca or mail: Ticketwindow Inc. 201 King Street, London ON. N6A 2T4