Here at Ensemble, it's plain and simple, we make software - and it's clear that our employees are the ones who make each of our projects a success. We're proud of what we do, and we're committed to giving you the correct tools to do your job, and do it well.

Ensemble is currently on the lookout for **Inside Sales specialists** who are focused on driving and influencing software consulting revenue for a range of accounts across North America. Can introduce Ensemble services and partner solutions to prospective clients, work off a list of prospective companies to identify the right senior-level executives and reach out via phone, email, and social media to qualify opportunities with pre-defined messaging and questions/criteria.

As experience, company, and partner solution knowledge increase, the inside sales specialist will adapt/refine the messaging and criteria he/she uses and also change or expand the breadth of targeted roles/individuals being approached. By the end of the first 6 months, the Inside Sales specialist should be qualifying multiple deals per week, influencing/accelerating pipeline through the sales cycle and even driving deals to close with the oversight of senior sales executives.

Qualified candidates will join Ensemble with:

- A great communicator, with superior listening skills and the ability to ask questions that get clients talking about their problems
- Pleasant and enjoy talking to people on the phone,
- Strong verbal and written communicator with a high level of confidence
- Able to handle adversity, rejection, and brushoffs
- Eager to learn about Software Enterprise Sales,
- Organized and Goal Oriented,
- Proactive where appropriate but unafraid to ask questions
- Positive, and able to connect and build relationship with prospective clients.

Educational Requirements for an Inside Sales specialist:

- You should possess a degree in Business/Commerce, Marketing, or Technology; however, another degree with appropriate work experience would also be acceptable.

Primary Responsibilities of Inside Sales specialists:

- Follow up and communicate with (qualify) inbound leads (from web and partner referrals)
- Work from lists of targeted accounts (from Partners or Marketing) to identify the individuals in relevant roles
- Implement & execute comprehensive account sales strategies
- Understand and document the needs (pain points) of the targeted accounts and (where appropriate) suggest follow up steps (either a scoping or qualifying call)
• Fully understand past projects and solutions Ensemble had been successful in delivering to help better qualify and also sell to incoming or outbound sales leads
• Leverage internal resources and business partners to provide solutions to customers' challenges
• Document all customer-related activity in the CRM (SalesJournal) system

Secondary Responsibilities of Inside Sales specialists:

• Establish positive relationships with potential customers and maintain/deepen relations with them over time
• Regularly update the list of qualifying questions, criteria and target roles
• Follow up with past customers with whom a successful project was completed over 12 months in the past
• Note down the suggestions and complaints made by any customers or prospects and report them to Sales/Acct Management and Project Management
• Research the market for new competitive products introduced, as well as the marketing strategies adopted by competitors
• Participate in weekly sales reviews of lists, traction, pitches, partner relationships, and ongoing projects

Do you think you have what it takes to join our team? Consider Ensemble for your next career move.

To apply, please email your resume to employment2@ensemble.com

More About Ensemble:

Ensemble believes in supporting a healthy work/life balance for all employees, which is why we offer flexible working hours and give you the choice of your starting and finishing times. If you're an early riser, come in early to jump-start your day, then leave early to run errands or pick up your children. If you're a night owl, choose to arrive later and work into the evening hours when you're most productive.

We also make it a point to ensure you're paid for every hour you work. With our banked time structure, save up extra hours you've worked to use towards your next vacation or to extend the next long weekend.

You'll enjoy taking part in our regular social events such as monthly birthday lunches, the annual Christmas party, summer family barbeques, Halloween costume competitions, ping pong matches, gaming nights, company-paid fitness/sporting activities, and more.

Over the course of our 23 years in business, we have built a strong company foundation, with each of the core members of our management team having been with the company for an average of 18 years. We also always aim to
promote from within first to ensure that we retain our greatest asset - our employees.