



Small Business Sales Representative - New Grad (Montreal)

Ceridian

About the Company

Ceridian is an enterprise cloud technology company specializing in human capital management serving more than 50 countries. Our products, solutions and our people work together to help organizations control costs, save time, optimize their workforce, minimize risk and grow their businesses.

Major Responsibilities

Manages and Maintains Client Relationship

- Effectively manages and develops relationships with various lead sources including financial partners, accountants, and franchises
- Determines needs and fit with Ceridian offerings; answers questions, presents offerings and recommends solutions

Creates New Opportunities

- Uncovers sales opportunities to increase sales penetration and profits at assigned accounts, through outbound daily cold calling and targeted telephone initiatives
- Consistently leverages Ceridian tools and processes to find opportunities via a systematic and disciplined approach
- Leverages marketing efforts and resources
- Understands client's needs

Manages Sales Cycles to Closure

- Conducts negotiations in concert with Ceridian's pricing, contracting and legal staff to secure sales that represent good business
- Maintains Accurate and Timely Customer, Pipeline and Forecast Data
- Captures all relevant information in CRM system to track opportunities and calls through to final disposition
- Follows all defined processes and timelines (ROE, SOW requirements, deal review process, price sitting, service level requirements, demo scripts, expenses, etc.)
- Keeps current on Ceridian processes and any relevant changes





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Exhibits Technical Proficiency

- Able to highlight the overall value proposition tied to Ceridian's suite of products and services.
- Navigates, demonstrates, and explains Ceridian's key application functions
- Interfaces and Reporting - explains and discusses the technology used to deliver all of Ceridian's solutions
- Speaks to overall approach of implementation
- Provides an overview of the structure, SLAs and advantages of Ceridian's services

Qualifications

- University/college Degree/Diploma, or equivalent related work experience
- Valid driver's license required
- Limited travel required
- Bilingual in French and English

Desired Skills:

- Experience in sales, tele-sales or prospecting experience in a business to business environment
- Experience in enterprise software sales/payroll/human resources/HRIS, and account management
- Experience in working with and selling to Senior HR and C-level roles at the Small Business level

Job Type: Full time

Apply at <http://careers.ceridian.com/jobsearch/job-details/small-business-sales-representative-new-grad-montreal/5352/1/>

