

Job Posting – Full-time B2B Sales Representative – J1701

Who we are

Parsai Immigration Services is a leading immigration consultancy firm located in downtown Toronto, Ontario. As a Canadian immigration consultancy firm, we strive to serve our corporate and individual clients in their applications to get temporary work permits, enter Canada as business visitors, deliver speeches in Canada, perform in Canada as artists or athletes, immigrate to Canada, sponsor loved ones, get study permits, get eTAs, and fight their cases at the Immigration Refugee Board hearings. We primarily operate in Ontario, Canada with several clients in other provinces of Canada and other countries. Our previous clients have been from Canada, China, Iran, Afghanistan, Hungary, Poland, Chile, Trinidad and Tobago, Jamaica, Japan, Norway, Germany, the United Arab Emirates, the United Kingdom, the United States, Spain, and Ukraine. We always look for new markets and services via hiring professional employees and regulated consultants.

Who we are looking for

We seek Individuals who are result-oriented and have past success with improving revenue, to be part of our new project which involves expanding our corporate clients. You will represent our firm and acquire new customers, which would translate into sales while delivering professional services. Candidates are expected to take the lead in the account development and maintenance; qualification and identification of business needs through solution development; presentation, proposal, closure, and client service. You should be able to manage and grow new and existing accounts and relationships. To achieve these goals, you will take an objective approach, using facts and figures to negotiate with the prospects, set the sales targets, and meet them. The ideal candidate will be driven and takes the initiative, has strong persuasive and negotiation skills, can multitask and understands business objectives. You must be a top performing professional in sales which provides personalized customer service; has past success with generating and improving results. You need to be knowledgeable and passionate about the immigration process to Canada, know how to humanize relationships, be detail oriented and able to manage multiple assignments. We offer a rewarding package that keeps you a loyal sales representative for years to come.

Skills and experience

- At least one year of proven experience in B2B sales
- Good organizational and problem-solving skills
- Experienced in cold calling
- Able to work as a team and under pressure to reach the deadlines
- Great interaction and relationship-building skills
- Excellent verbal and written communication skills in the English language
- Excellent presentation skills (in person and webinars)

- Knowledge of CRM
- Knowledge of Canadian immigration and visa system is an asset
- Ontario, full G driver's license, is an asset
- Knowledge of a second language is a great asset (especially French, Mandarin, or Spanish)

Education

- College diploma or university degree preferably in the field of sales or marketing

Responsibilities

- Developing a repeat corporate client base
- Maintaining existing clients
- Write and present client proposals
- Travel within GTA and beyond to meet the prospects and clients in person
- Define and achieve sales targets
- Provide daily/weekly reports to the management
- Develop clear, concise and solid creative briefs
- Other relevant activities

Compensation

- A full-time job salary (negotiable)
- A sizeable Commission

Important Note

- This job position is available to those who can legally work in Canada with no specific restrictions. Nonetheless, if we do not find a potential candidate locally we may hire from overseas.

How to Apply

Email your cover letter and resume to info@settler.ca or fax them to +1-647-436-8178