



Inside Sales Specialist – St. Johns, NL

Who is Orkin?

ORKIN is the largest pest control company in Canada. For nearly a century, we have been the go-to company for commercial and residential pest control, and we are known for our proactive approach each technician takes, thanks to our Award-winning training systems designed to give our technicians the best opportunity to thrive in the pest control industry.

What makes a great ORKIN Inside Sales Specialist?

ORKIN Inside Sales Specialists are responsible for selling pest control and ancillary services through the achievement of opportunity-based sales quotas. To be successful with us means you likely possess the following qualities.

- You thrive in fast paced environments.
- You have the ability to build rapport with existing and current customers.
- You enjoy educating and advising customers on process and next steps.
- Your ability to communicate clearly to a variety of individuals is unmatched, people just open up to you!
- You have a knack for details; nothing gets past you!
- You have worked in sales or service industries.

What can you expect on a typical day as an Inside Sales Specialist?

ORKIN Inside Sales Specialists are our brand ambassadors who complete a number of activities on a day-to-day basis. Your day may consist of

- Handle inbound, unsolicited prospect calls and convert them to sales.
- Make outbound follow-up calls to existing customers via telephone and email to cross-sell and up-sell.
- Overcome objections of prospective customers.
- Emphasize service/product features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports.
- Enter new customer data and update changes to existing accounts in the corporate database.
- Investigate and troubleshoot customer service issues.
- Attend periodic sales training and product webinars where applicable.
- Other duties as assigned and required.



What do you need to qualify?

To be considered for the Inside Sales Specialist role, we do have some requirements

- High school diploma or GED required.
- A certificate or diploma in business administration or a related field preferred, a combination of education and experience is acceptable.
- Exceptional communication, interpersonal, conflict resolution, and customer service skills.
- Must be computer literate with an intimate knowledge of Microsoft office (Word, Excel, and Outlook).
- 2 years direct work experience in a sales or telesales capacity.
- Able to deal with people sensitively, tactfully, diplomatically, and professionally at all times.
- Will have to undergo a criminal background check; and sign a non-solicitation agreement; as part of the interview process.
- Bilingualism an asset.

ORKIN Incentives, What's in it for YOU?

We hire the best and compensate our Inside Sales Specialists for achieving performance objectives

- Competitive compensation
 - Pension Plan
 - Health, Dental, Vision, Life Insurance and dependent life insurance.
 - Stock Purchasing Plan
 - Company phone
 - Dependent Education Allowance Program
 - Opportunities for advancement
 - Award winning training
- And more!

How to apply:

Please send your resume to Sonia Palmer Lear via email at SLear@orkincanada.com.

Orkin Canada is an equal opportunity employer and is committed to employment equity. Accommodations are available on request for candidates taking part in all aspects of the selection process.