

We're expanding our team! We are looking for dedicated, motivated and creative individuals to proudly represent Tap Report as Sales Associates for our tech company. Your role will help us on our journey to explosive growth. If you are excited by challenge and fast paced work, send us your resume at [customerservice@tapreport.io](mailto:customerservice@tapreport.io). For more information about the role, see below.

## **Sales Associate - Full Time Tap Report Toronto, ON**

Tap Report is a tech company focused on changing the way the world conducts workplace inspections. The incumbent will sell and represent our Tap Report solution. This position is responsible for identifying business opportunities by contacting and finding prospective clients and evaluating their position in the industry, as well as acquiring new clients through to execution.

### Key Accountabilities:

- Find prospective clients and channel them through the sales funnel
- Prepare sales decks for clients
- Meet established sales targets
- Provide regular status updates to team members
- Establish and maintain strong relationships with clients
- Main point-of-contact for clients
- Respond to client inquiries and questions
- Schedule meeting and training sessions
- Recommend new solutions to existing clients
- Identify service and product improvements by remaining current on industry trends, market activities, and competitors
- Prepare sales reports by collecting, analyzing, and summarizing information
- Attend industry related events

### Skills and Qualifications:

- Sales experience preferably with B2B SaaS within the Commercial Real Estate industry
- Proven ability to find prospective clients

- Experience building pitch decks and presenting to clients
- Ability to build and maintain strong client relationships
- High energy level and creativity
- Passionate and positive, can-do attitude
- Hungry for sales
- Organized
- Strong verbal and written communication skills
- A well rounded, honest worker