



Sales Executive (Tax Recovery)

Company Overview

Global R&D Consulting Group, Inc. (www.globalr-d.com) is a boutique consulting firm offering R&D Tax Credit recovery and claim preparation services to SMEs and large corporations in North America. The firm has been helping clients take advantage of Research and Development tax incentive programs for over nineteen years.

We maintain full service operations in Montreal and Toronto and operate a satellite sales office in Atlanta. The position is based out of our Toronto office (Mississauga) and includes some travel mostly in Ontario and Eastern United States.

Job Description

We are presently looking for a Sales Executive to build strong business relationships, develop accounts and sell service contracts. Prime responsibilities would be to:

- Develop new clients in Canada
- Contact and follow up with potential and existing clients and manage accounts
- Promote the company's services, develop business development strategy to insure business growth
- Assist in the continued development of proper promotional documents and sales tools
- Manage our telemarketing service
- Insure proper client relationship management and interface with in-house R&D consultants

Requirements

- Ability to generate sales and communicate effectively with C-Level executives (CFO, Controller, VP Finance or taxation)
- An excellent phone presence with strong English written and verbal communications skills; conversational French required, written French an asset
- Good listening skills with the ability to analyze and discuss important business issues
- Cold calling experience would be to your advantage
- An outgoing personality, tenacious attitude and an unlimited drive to succeed
- High ability to close and negotiate engagement mandates and service contracts with prospective clients
- 5-10 years in sales and marketing of financial services at corporate level in the Canadian and US Market
- Bachelor's degree education and technical savvy and comfort with the Microsoft Suite of products (Word, Excel, Outlook, etc...)

Position: Permanent

Location: GTA

Remuneration: Substantial draw and sales commission.

We will provide you with the tools, coaching and environment that will position you for success! This is an excellent opportunity for a driven and results oriented individual. Lucrative earning potential (base salary and bonus). To apply please send a brief cover letter and résumé to sdeblois@globalr-d.com. Please include job title in the subject line.