

CARO Analytical Services is a British Columbia based environmental and food laboratory that provides professional analytical testing services to public and private clients throughout Western Canada. With operations in Richmond, Kelowna, Edmonton, Calgary and Whitehorse, CARO strives to achieve its mission of providing clients with complete peace of mind through the highest level of service, technical excellence and quality control. CARO also happens to have a pretty awesome corporate culture thanks to a great team of employees who take their jobs seriously but not themselves!

DESCRIPTION: INSIDE SALES REPRESENTATIVE – Richmond, BC

As an Inside Sales Representative for CARO's Environmental and Food testing divisions, your main responsibilities will include:

- Sourcing new sales opportunities through inbound lead follow-up
- Researching accounts, identifying key players and generating interest
- Maintaining and expanding your database of prospects within your assigned territory through cold calls and emails
- Helping ensure client needs are understood and addressed in the sales process
- Preparation of quotes
- Achieving sales targets and objectives
- Updating CRM with customer intelligence
- Working closely with other teams including outside sales, client service and operations

QUALIFICATIONS:

- Degree/Diploma in sciences, business, or related
- Minimum 2 years' experience in a sales role, preferably inside sales
- Past experience working in a science and technology based company an asset
- Exceptional interpersonal and communication skills
- Computer literate (MS Office)
- Ability to work in a high-energy environment and handle multiple deadlines
- Highly motivated and ability to work independently

CARO Analytical Services offers attractive potential for career advancement, with competitive remuneration and benefits. If you aspire to a career with a thriving, fast-paced and growing company with top quality people, consider CARO.

No telephone inquiries please. Provide cover letter and resume by email to:

Email: **hr@caro.ca**
Attention: **CARO Human Resources - INSIDE SALES REPRESENTATIVE**