

# Inside Sales Representative

Since 1967, International Genealogical Search Inc. has strived to become the leading North American heir search firm by means of providing "A Better Way" to find missing Heirs, Beneficiaries, Legatees, Stockholders, Class Action Claimants, and Intellectual Property-rights owners for the legal and trust communities.

We are seeking a capable Inside Sales Representative to develop and secure qualified leads in a business to business sales environment.

## Responsibilities include:

1. Cold calling prospects and developing leads for quotations
2. Effectively managing your sales pipeline
3. Attaining goals/targets
4. Contributing to, and supporting the sales team

## We Offer

- a competitive base salary + bonus + group benefits
- located 1 block from Renfrew Skytrain station
- a great office environment with a knowledgeable and dedicated team

We require an enthusiastic and highly motivated individual with experience generating new business opportunities.

## Requirements Include:

1. Excellent communication skills and a professional approach
2. Client-focused when it comes to customer satisfaction
3. Self-directed and a proven track record for meeting targets or objectives
4. Supportive team player and a positive attitude
5. Call centre or telephone sales experience an asset

## We Find Missing Heirs A Better Way®

Reasonable Non-Percentage Based Fees: Unlike many of our competitors, which may charge up to 1/3 or more, of the person's inheritance as a finder's fee, we work with attorneys and trust officers to provide solutions at a reasonable cost and never charge a percentage of the estate or trust.

High Success Rate: A 97% success rate in our searches is the result of the vast experience, knowledge and expertise of our researchers.

For more information about IGS, please check out our website: <http://www.heirsearch.com/>

## How to Apply

Send you resume and cover letter in Word or PDF format to [hr.dept@heirsearch.com](mailto:hr.dept@heirsearch.com)

NO PHONE CALLS PLEASE.