

# Insight Global Education

## Sales Representative

### Location:

- Vancouver, Edmonton, Calgary, Toronto or Ottawa preferred
- Other large cities with university communities will be considered

### Duration:

- 4-month initial contract (August 15th to September 1st start date)
- Potential for renewal and/or upward mobility based on performance

### Remuneration:

- Base annual salary plus commissions

### Company Overview:

Insight's mission is to Inspire people to live a more globally connected life through immersive learning experiences. We are a Vancouver-based social enterprise that designs and facilitates unique educational programming for North American secondary and post-secondary students. We currently run programs in Uganda, Ecuador, Costa Rica, Thailand, Fiji and the Yukon. We provide a fun and exciting atmosphere, competitive remuneration, travel opportunities, and more.

### Position Summary:

We are seeking a highly motivated and results-driven individual who is social-impact focused and passionate about travel. The Sales Representative will play a key role in customer acquisition and in increasing our brand awareness on post-secondary campuses.

It's our intention to find a candidate who will excel in the position, and eventually transition to a more senior role within our company.

## **Key Responsibilities**

- Source and enroll the right participants to fill our university programs as we expand our program offerings, though:
- Effectively executing our continually evolving recruitment systems, including, but not limited to:
  - Reaching out to students by phone/text/email
  - Conducting sales calls with potential candidates
  - Supporting candidates through the process from interest to sale
- Effectively executing our continually evolving on-campus marketing strategies, including, but not limited to:
  - Conducting class presentations
  - Building strategic partnerships with relevant clubs/organizations
  - Hosting and attending events
  - Occasionally supporting ambassador team
- Project based work in slower sales months

## **Requirements:**

- 1-3 years of active sales experience
- Available to work at least 40 hours per week
- Experience spending time abroad and passionate about travel
- Someone who wants to make a positive impact in the world and who is interested in learning about Global Issues
- Adaptable, self motivated and goal driven
- Outgoing individual with excellent written and verbal communication skills
- Prioritization, time management and organizational skills
- Relationship building/management skills and open to feedback
- Strong computer skills (experience with CRM systems is a plus)

## **Preferred Skills:**

- University degree
- Experience with and preference for leadership
- Marketing and/or public speaking experience
- Customer service experience
- Active and well connected within your community and/or local university campuses
- Understanding of university systems/procedures

**Submission Details:**

Please submit a cover letter and resume to [jared@insightglobaleducation.com](mailto:jared@insightglobaleducation.com) with "Sales Representative", followed by your name in the subject line. Submit your documents in .pdf file format.

Submission Deadline: June 27th, 2019. Applications will be reviewed on a rolling basis, and this position may be filled prior to submission deadline.