

Sales Representative

Full-time, Commission

Gaargle Solutions - Montreal, QC

Location:

Jean-Talon street, Montreal, QC

* you must be a Quebec resident to apply

About us:

Gaargle Health Solutions is a fast-growing B2B SaaS start-up offering technology solutions to health professionals. Our team is currently looking for a Sales Representative to accelerate the growth of Dovetail, a practice management solution that was designed specifically by dentists for dentists. Learn more about us at <http://dovetail.co>

The Gaargle environment is one where communication and the fostering of ideas is held in high esteem. We not only want to make our customers happy, but want to make our employees happy. At Gaargle you will not only be appreciated for the code you produce, but the attitude and ideas you bring to the table. We care about the bottom line, but the bottom line gets achieved when teamwork and communication is pushed at every level. At Gaargle we aren't just employees, we're a family.

About you:

You are a confident, proficient and professional sales representative. You are good at identifying business opportunities, persuading potential customers to purchase, finding creative solutions to close deals and providing relevant customer feedback to relevant teams. You like to have an in-depth understanding of your company's products, you research competitors and stay abreast of your industry developments so you can be the best at your job. You maintain great relationships with your customers and you are an awesome team player.

You are someone who:

- Has 1 to 3 years of sales experience
- Has strong negotiation skills
- Are capable of cold calling and creating leads
- Are extremely organized
- Has exceptional written and oral communication skills
- Are persuasive and resilient
- Are capable of multitasking
- Are at ease with technology
- Have good computer skills
- Works and thrives in a fast-paced, agile, cross-functional organization.
- Has a passion for
- Can problem solve under pressure.
- Communicates effectively with other departments
- Has the desire to be driven and organized so that work is produced and delivered as promised.
- Cares about customer experience and wants to build long term relationships

Ideally, you also have experience with:

- HubSpot or other CRM system
- Google Suite
- Dialer experience
- Bonus: Health care experience