

B2B Sales Representative

Employer: SooTonight/Print2Print

Posted: 1 months ago

ES Job ID: 16066

Sector(s): Sales & Marketing

Salary: 18

Closing Date: December 30, 2024

Location: Sault Ste. Marie

Duration: N/A

Job Description:

Job Posting: B2B Sales Representative

Company: SooTonight & Print2Web

Location: Sault Ste. Marie, Ontario (Remote and On-Site)

Position: B2B Sales Representative

About Us: SooTonight and Print2Web are your premier local platforms dedicated to helping businesses in Sault Ste. Marie reach their target audiences. SooTonight provides a vibrant online community hub featuring events, food deals, yard sales, and more, with high engagement from residents. Print2Web offers full-service marketing and commercial print solutions tailored to elevate local brands and drive customer engagement.

We're looking for a motivated B2B Sales Representative who will sell advertisement spots on SooTonight.com and marketing/print services with Print2Web to local businesses. This role requires a driven professional who understands the Sault Ste. Marie business community and is ready to deliver impactful solutions.

Job Description: The B2B Sales Representative will be responsible for identifying, engaging, and building relationships with local business clients. This position involves meeting business owners, understanding their goals, and presenting effective advertising and print solutions to meet those needs. The role offers a competitive base salary plus commission, with the opportunity for growth and substantial earnings.

Key Responsibilities:

- Identify and prospect potential B2B clients in Sault Ste. Marie.
- Conduct in-person and virtual meetings to understand clients' business objectives.
- Sell advertising space on SooTonight.com and Print2Web's commercial print and digital marketing solutions.
- Develop customized advertising and print packages that align with client goals.
- Build and maintain long-term relationships with clients, ensuring high customer satisfaction and retention.
- Meet or exceed monthly and quarterly sales targets.
- Maintain accurate and organized sales records using CRM tools.
- Collaborate with internal teams to ensure smooth onboarding and successful delivery of services.

What We Offer:

- Competitive base salary plus commission structure.
- Opportunity for career advancement and professional growth.
- Flexible working environment, including remote options.
- Collaborative team culture focused on delivering outstanding value to clients.
- A chance to make a meaningful impact on the local community and contribute to business growth in Sault Ste. Marie.

SAULT STE. MARIE

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Employment Solutions



Required Skills:

- Proven experience in B2B sales, preferably in advertising, print, or marketing services.
- In-depth knowledge of the Sault Ste. Marie business community.
- Own a reliable vehicle and have a valid driver's license (required).
- Strong communication, negotiation, and presentation skills.
- Self-motivated, results-oriented, and able to work independently and as part of a team.
- Proficiency in CRM software and sales tools is an asset.
- High school diploma or equivalent; a degree in marketing, business, or a related field is a plus.

How to Apply:

How to Apply: If you're excited to help local businesses thrive and grow, we'd love to hear from you! Please send your resume and cover letter outlining your relevant experience to employmentsolutionsjobs@saultcollege.ca

Please reference Job ID 16066

Join us at SooTonight and Print2Web, and be part of a team dedicated to connecting and empowering the Sault Ste. Marie business community!