



INSIDE SALES REPRESENTATIVES FOR CDN & USA TERRITORIES (PHARMACEUTICAL CAPITAL EQUIPMENT)

The Vibe

Are you a **multi-channel communicator** who loves the intersection of sales and science? We're looking for driven Inside Sales Representatives who are as comfortable **commanding a phone discovery call** as they are **navigating the social selling landscape** to be a critical player of our sales team and find our next big project. You'll be the first point of contact for pharmaceutical and biotech innovators, and engineering firms helping them discover high-value equipment solutions that move their research and manufacturing forward.

What You'll Do

- **Hunt & Qualify:** Turn inbound leads and cold outreach into high-quality opportunities by deeply understanding customer manufacturing workflows and technical needs.
- **Relationship Building:** Act as a trusted advisor to scientists, engineers, and procurement teams, guiding them through early-stage evaluations and virtual demos.
- **Market Intelligence:** Use industry databases and digital tools to sniff out new projects, facility expansions, and competitive trends.
- **Collaborate:** Partner closely with Field Sales reps to manage the pipeline, provide budgetary pricing, and ensure seamless hand-offs for complex deals.
- **CRM Mastery:** Keep our data clean and our forecasts accurate using Salesforce and other digital tools.

What You Bring

- **Experience:** 2–5 years in technical inside sales (Life Sciences, MedTech, or Capital Equipment preferred) with a documented history of **high-volume outbound activity** and **multi-channel prospecting**.
- **Communication:** A polished and persuasive phone presence. You are an expert at **navigating complex switchboards**, building instant rapport with gatekeepers, and commanding the attention of busy decision makers and influencers.



- **Drive:** A self-motivated "hunter" mentality. You don't just wait for leads; you have a proven track record of **turning cold accounts into qualified pipeline** through persistent, well-researched outreach.
- **Tech Literacy:** Fluency in CRMs (Salesforce), virtual demo tools, and **social selling platforms**. You are an expert at using tools such as **LinkedIn Sales Navigator** to map out accounts, identify key stakeholders, and "warm up" cold outreach.
- **Digital Savvy:** Experience executing **omnichannel sequences**—meaning you know exactly how to time a LinkedIn touchpoint, an email, and a phone call for maximum impact.

The Growth Story

- **New Territory:** This is a **brand-new role** created specifically to fuel our rapid growth. We're expanding, and we need foundational players to help us scale our impact across North America.

The Human Touch

- **Real People, Real Reviews:** We value the "human" in Human Resources. We **do not use AI** to screen or rank our candidates; every application is reviewed by a real member of our team who understands science and the soul of what we do.

The Rewards

- **Investment in You:** We offer a competitive base and the tools to succeed. The compensation range for this **Inside Sales** role is **\$50,000 – \$80,000 CAD**, with significant **bonus potential** based on your "hunter" results.

The Logistics

This is an in-person role based in our head office located in Brantford, Ontario with occasional travel in Canada and the United States.

Submit your application to: careers@acic.com
