



## Salesman

### Description

- **Lead Generation & Prospecting:** Identifying and reaching out to potential customers through cold calling, networking, social media, and referrals.
- **Customer Needs Analysis:** Asking the right questions to understand a client's "pain points" and determining which products or services best solve their problems.
- **Product Demonstrations:** Delivering persuasive presentations and demos to showcase the features and benefits of the company's offerings.
- **Negotiation & Closing:** Handling objections, negotiating terms and prices, and finalizing contracts to secure the sale.
- **Relationship Management:** Following up after a sale to ensure customer satisfaction, encourage repeat business, and ask for referrals.
- **Sales Admin & Reporting:** Maintaining accurate records of all interactions in a CRM (Customer Relationship Management) system like Salesforce or HubSpot.
- **CRM Management:** Updating the Customer Relationship Management (CRM) tool (like Salesforce) after every call or meeting to ensure accurate data for the whole team.
- **Pipeline Management:** Reviewing the status of every "deal" in progress to ensure none are

### Closing Date

February 9, 2026

### Categories

Sales

### Employer

MUHAMMAD ABID ALI

### Location

Assiniboine South

### Address

533 Henry Ave  
Winnipeg, R3A 0T8

### Job Type

Full-time

### Education Level

High School

### Wage

\$12.00 - \$15.00

### Email

stalled or forgotten.

pmaatsb@gmail.com

- **Sales Forecasting:** Providing managers with estimates on how many deals they expect to close by the end of the month or quarter.
- **Market Research:** Keeping an eye on competitors, industry trends, and new pricing models to remain competitive.

## Duties

- **Prospecting & Lead Generation:** Searching for new business. This includes scouring LinkedIn, attending networking events, and identifying “warm leads” from marketing campaigns.
- **Outreach (The “Hustle”):** Making cold calls, sending personalized emails, and responding to inquiries. A salesperson might make 30-50 points of contact per day.
- **Discovery Calls:** Initial meetings where the salesman asks questions to determine if the product is a good fit for the prospect’s budget and needs.
- **Presentations & Demos:** Leading formal presentations or digital demonstrations to show how the product works in real-world scenarios.
- **Handling Objections:** Addressing concerns about price, timing, or competitors with persuasive, data-backed reasoning.
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## Qualification

- **Communication:** Exceptional verbal and written skills to build rapport and explain complex ideas clearly.
- **Resilience:** The ability to handle rejection professionally and maintain a positive attitude.
- **Active Listening:** Focusing on what the customer is saying rather than just waiting for your turn to speak.

- **Time Management:** Prioritizing leads and managing a “pipeline” of multiple deals at different stages.
- **Negotiation:** The tact to reach a “win-win” agreement that benefits both the customer and the company.
- **Education:** A high school diploma is the minimum; however, a Bachelor’s degree in Business, Marketing, or Communications is often preferred for corporate or B2B roles.
- **Experience:** 1-3 years of experience in sales or customer service is a common entry-point requirement.
- **Technical Literacy:** Proficiency in Microsoft Office (Excel, PowerPoint) and experience with CRM software.
- **Industry Knowledge:** For technical fields (like Medical or Software sales), specific certifications or specialized degrees may be required.
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