



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.

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- **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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