

DIAGNOS, a Canadian corporation (TSX: ADK) that develops data mining software and offers data mining services, wishes to recruit an:

**Inside Sales Representative  
for its CARA Sales and Services Department**

At DIAGNOS, we extend the field of data mining beyond known applications. Our family of products offers simple data mining and knowledge extraction solutions not only in the fields banking, marketing, sales, manufacturing and others, but also helps in the analysis of blood samples data and satellite images, the management of industrial processes, the prevention of frauds and many more.

We are proud of our people and passionate about meeting our clients' expectations. If you have what it takes to be successful, we wish to meet with you!

Under the direction of the Sales Manager, the Inside Sales Representative's responsibilities include selling and servicing new accounts, create new ideas to increase CARA Sales and perform basic office functions as needed.

Tasks and Responsibilities:

- Sell CARA services and grading services;
- Build relationships to provide repeat business and excellent customer service;
- Act proactively to create opportunities for new business with existing customers;
- Make cold calls from provided lists to area companies to sell the services;
- Call past customers/prospects and cold call new sales leads to generate sales;
- Handle incoming sales calls from sales prospects for all health care products;
- Meet or exceed assigned sales goals for all products;
- Maintain complete and accurate records of all customers.

Required Knowledge/Skills/Job Qualifications:

- Excellent communication skills, bilingual, both written and oral;
- Knowledgeable in computer software such as Outlook, Word, Excel and PowerPoint;
- Manage multiple relationships well;
- Detail oriented and organized;
- Aggressive, competitive and committed;
- Highly motivated with a desire to be successful;
- Effective time management skills.

Education and Formal Training:

- College degree required.

The candidate will have previous telemarketing and/or sales experience.

The remuneration will be according to the experience of the select candidate. DIAGNOS offers competitive wages and collective welfare benefits including a complete family protection for the medical care, paramedical and dental.

To forward your resume, please write to [jobs@diagnos.com](mailto:jobs@diagnos.com).