



Inside Sales Associate

Location: Vancouver, BC
Apply: Costar.com/canadajobs
Position Type: Full Time, Permanent

CoStar Group, Inc. (Nasdaq:CSGP) is the leading provider of commercial real estate information, analytics and online marketplaces. Founded in 1987, CoStar conducts expansive, ongoing research to produce and maintain the largest and most comprehensive database of commercial real estate information.

Our suite of online services enables clients to analyze, interpret and gain unmatched insight on commercial property values, market conditions and current availabilities. LoopNet is the most heavily trafficked commercial real estate marketplace online with more than 9 million registered members. Apartments.com, ApartmentFinder.com and ApartmentHomeLiving.com form the premier online apartment resource for renters seeking great apartment homes and provides property managers and owners with a proven platform for marketing their properties. CoStar operates websites with over 22.4 million unique monthly visitors in aggregate as of March 2015.

Headquartered in Washington, DC, CoStar maintains offices throughout the U.S. and in Europe and Toronto, Canada with a staff of approximately 3,000 worldwide, including the industry's largest professional research organization.

Job Description

The best sales job you will ever have: extensive training, ongoing managerial support, leads provided, a structured career path and a product that sells itself...what more could you ask for except uncapped commission (luckily we've got that too!). Last but not least, you will be selling marketing software that's widely known in the industry in our Toronto, ON office.

If you are a fearless cold caller and highly competitive with a motivation to win, we want you!

The inside sales associate will present, demonstrate and sell marketing solutions to commercial real estate professionals. LoopNet, a marketing division of the CoStar Group is the world's largest online marketing for tenants and buyers to connect for leasing and selling commercial real estate.

See it for yourself! Check out the product here: <http://www.loopnet.com/>

What does the job entail?

- Hit monthly revenue goal through closing deals
- Make and field a high volume of sales calls
- Educate clients on the value of the product through virtual demonstrations
- Overcome prospect objections
- Confidence on the phone



What does the ideal candidate have?

- 0-2 years of sales experience (inside sales or internships)
- Proven track record at assertively convincing prospect that now is the right time to buy a solution
- Ability to learn and perform virtual demonstrations of our products and services
- Commercial Real Estate experience helpful, but not required
- Presentation skills
- Ability to work in a face paced environment
- Someone looking for a career, not just a job
- Good communication skills
- B.A. Degree

Why work here?

- Our employees love the fun, fast paced and competitive culture
- Extensive paid training program in our Washington, DC Head Quarters
- Comprehensive benefits
- Group Registered Retirement Savings Plan (RRSP) with company match through a Deferred Profit Sharing Plan (DPSP)
- Commuters Reimbursement
- Intuition Reimbursement

CoStar Group is an Equal Employment Opportunity Employer