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## **Corporate Sales & Engagement**

*Part-time - 15-25 hrs/week - January-April (opportunity to continue throughout season)*

*Looking to make a positive difference and join a great team of like-minded people with a passion for life and empowering others? Could you see yourself working with a creative, fun, high-impact corporate team building & events company? Do you enjoy connecting and engaging with prospective clients and sponsors? **If this sounds like you, read on...***

**OUR MISSION: CONNECT. INSPIRE. ENGAGE. GROW.** As creators of meaningful outdoor learning experiences, action-learning adventures and high impact team-building events, *we deliver customized pinnacle experiences that provide opportunities for people to build meaningful connections, challenge themselves, expand their perspectives, become inspired, be fully engaged, and grow. **We are all about people helping people!***

### **ABOUT YOU:**

We are looking for a personable, outgoing, self-motivated individual who fully believes in the services they are representing. Our ideal candidate has an affinity and background in corporate client sales, relations and communications. This person has an entrepreneurial mindset, is curious to learn and grow, is flexible/adaptable, and has an energetic, optimistic, positive mindset. For this role, we need someone who is 1) relational, enthusiastic, engaging, sales-oriented, outgoing and customer service obsessed, & 2) is detail oriented, possesses excellent communication and interpersonal skills, is computer/digital/tech savvy, has great leadership and teamwork skills, and has excellent organizational and follow-through ability.

### **SPECIFIC RESPONSIBILITIES: but not limited to...**

- Direct phone calls, sales & out-reach to companies in the Lower Mainland & Fraser Valley
- Connect & follow up with prospective corporate clients & community sponsors to build & maintain relationships
- Create & record data through our client database
- Assessment & refinement of company systems and operations
- Works closely with our Charity Fundraiser Coordinator & Owner.

### **QUALIFICATIONS & COMPETENCIES:**

- Demonstrate strong communication, presentation, organizational, leadership, administrative, and interpersonal skills
- High competency in communication is critical in both spoken & written English at all levels
- Engaging others to be excited about the services and benefits of what we offer
- Digital fluency, including experience with the Microsoft Word, Excel and Google Suites Products.

### **LOCATION OF WORK:**

**Hybrid position:** Remote Phone Call Sales & In-person in Chilliwack, B.C.  
*Having a computer & cell phone is mandatory.*

**OUR PROMISE TO YOU:** We offer a great working environment with great perks and personal and professional opportunities to connect with like-minded peers, learn and grow. We provide soft and hard skill training opportunities to ensure optimal success in your role. We are a growing company and additional opportunities may continue well into the future.

**If this sounds like you and a team you want to be part of, welcome aboard!** Pinnacle Pursuits is a well-established Lower Mainland, BC-based company that has been providing meaningful outdoor learning experiences and unique team-building programs and events since 1997. We work with diverse population groups, including schools, families, not-for-profit communities, and amazing companies.

**Application process:** Please email your resume & cover letter to [info@pinnaclepursuits.com](mailto:info@pinnaclepursuits.com) with the subject heading "**Schools Sales Outreach**". Candidates will be given priority based on experience, qualifications, commitment and availability. Please note: All of our program staff must complete a screening process including interview(s), reference check(s) and a police record check. We thank all applicants for their interest; however, only those selected for an interview will be contacted.

*Connect. Inspire. Engage. Grow.*

[www.PinnaclePursuits.com](http://www.PinnaclePursuits.com)