

Sales:

We are a fintech point of sale platform that connects clients interested in getting financing for loans, line of credit, mortgages.

We are looking for outgoing, self-motivated individuals who are excited to be on the phone and great at building relationships with customers. RegenCapital is a fast-paced Startup company looking for candidates that can help us grow our successful business.

Responsibilities:

- Responsible for growing their individual and team's number of new business closed by proactively generating new qualified leads.
- Identify, qualify, sort, and track leads.
- Energetic self-starter who enjoys working in a quota-driven environment
- Exceptional cold-call prospecting using consultative phone skills, including the ability to clearly articulate, inspire, project confidence, influence, overcome objections, and remain resilient
- Research and document relevant contact information for existing leads/keeping contact information updated.
- Utilize CRM to ensure activities are documented properly, opportunities forecasted accurately
- Maintain knowledge of market conditions and competitive activities.

Desired Skills and Experience:

- Experience meeting minimum outbound call volume and/or talk time goals
- Must be organized and detail-oriented with excellent follow-up skills.
- Strong computer knowledge required.
- Ability to multi-task with several tools, work independently and prioritize tasks, honor rules of engagement and follow policies, processes and procedures.
- Excellent written and verbal communication skills.

Preferred requirement:

- Unlimited minutes on phone plans
- Able to meet on the weekend

Graphics (web):

Following our continuous growth in Toronto, we are looking to complete and upgrade one of our websites and grow our online presence. A true passion for design and creative perspectives are the key elements that we are looking for in a successful candidate.

This is a great opportunity for steady ongoing work with a possibility of working on site in the future.

What we need:

- Lead the design to upgrade and finalize the works for our website
- Ability to understand and implement the identity of the brand into web designs.
- A great listener who is able to translate ideas into stunning visual and design.

What you need to already know:

- Proficient with the Adobe Creative Suite to design both print and web
- Have proficient knowledge with photoshop
- BE RESPECTFUL of deadlines.

Copywriter:

We are looking for an experienced social & traditional media content creator to oversee operations of all social feeds and make the transition from traditional to new media. The ideal candidate will thrive in a fast-paced environment, have a passion for creative content, and be able to strategize in the rapidly changing landscape of traditional to digital media. Experience as a social media content creator and deep familiarity with B2B, Engineering and Technology brand are a must.

The ideal candidate will have a background and interest in writing about engineered technologies or packaging trends matters. This is a great opportunity for a self starter who enjoys working in a collaborative and creative environment and who can see the link between complex topics written for a industry focused audience and the impact on consumer markets.

Reporting to head of Marketing(web designer), the key responsibilities of this role will be:

- Write and edit features.
- Generate story ideas and leads.
- Collaborate with colleagues to write and post web.
- Attend and report on industry events.
- Assist with putting together weekly newsletters and help manage social media platforms.

Qualifications: We are seeking a candidate who can demonstrate the following:

- Excellent writing, editing, communication, interviewing and proofreading skills.
- Strong capabilities with InDesign, Microsoft Office and WordPress
- Superior research skills and knowledge of web analytics.
- Ability to work well as part of an editorial team; a true team player.
- Excellent time management skills in a deadline-driven environment.
- May be required to work overtime, including occasional nights/weekends for events attendance.
- May be required to travel to industry events