

Are you a highly driven sales professional looking to grow your career?

Prairie Mobile Communications is a leading Wireless Communications sales and service company. We started from humble beginnings in 1968 in a local garage, to what is now one of Kenwood Canada's largest Land Mobile Radio Dealers and one of SaskTel's largest Authorized Dealers with 24 locations across the Prairies. We offer SaskTel Cellular & Data, Internet, and Max TV services in Saskatchewan, along with two-way radio sales and service throughout Alberta, Saskatchewan, Manitoba and Northwest Ontario. We are proud to partner with SaskTel, Kenwood, Motorola, Icom, L3Harris, PBE and many other great companies!

The Role:

Prairie Mobile Communications is growing and looking to build a team of exceptional talent who share our core values and will place an emphasis on enhanced customer experience. We are looking for a determined Business Development Consultant to join our team in Regina, SK.

With your go-getter attitude and drive to succeed, you will be responsible for strategically prospecting for new business and expanding existing customer relationships in Saskatchewan. You enjoy building and cultivating relationships, researching the local market, and staying current in trends and innovations that may impact business interests. Under the supervision of the Regional Sales Manager, you will work closely with the sales consultants to grow business accounts. If you are looking to join a dynamic team and enjoy keeping organized and disciplined, this may be the role for you!

Key Duties:

- Generate new customer interest and leads through sales meetings (defining customer needs, selling the company value and follow-up).
- Build and cultivate productive relationships with clients, prospects, and key stakeholders.
- Demonstrate strength in learning complex technical advanced products and maintain knowledge on Prairie Mobile sales training, courses, and offerings, as well as vendor product offerings.
- Prepare proposals and present plans to potential clients effectively.
- Devise and implement effective sales strategies and gain understanding on how to demonstrate value of products and our organization that appeal to customers based on the environment and current technology trends.

Qualifications:

- Post-secondary education in Business or related field.
- Two (2) years direct sales experience (an acceptable combination of education and experience may be considered).
- Excellent verbal and written communication and interpersonal skills.

- Strong organizational skills with the ability to manage your time efficiently.
- Proficient with Microsoft Office applications (Outlook, Word, Excel, and PowerPoint).
- Knowledge of CRM software is an asset.
- Able to work independently and as part of a team.
- A valid driver's license is required for necessary travel to customer sites.
- You are results oriented, adaptable, an analytical thinker, and possess a positive can-do attitude!

We Offer:

- Competitive salary along with a commission plan.
- Comprehensive benefits including extended health, dental, vision and more.
- RRSP matching and Educational Assistance Program.
- Continuous training and coaching to succeed in your role.
- Respectful and exciting workplace environment driven by our company culture values.



Find your fit and help us connect people to what's important to them.

To apply, please submit your resume online at prairiemobile.com/careers or send an e-mail to careers@prairiemobile.com. Please include the position and location you are applying for in the subject line.

Prairie Mobile Communications is an equal opportunity employer.

We thank all applicants for their interest. Only those selected for interviews will be contacted.