

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

Prairie Mobile Communications is Canada's largest independently owned provider of wireless communication technologies. With 25 locations across Canada, we are one of Kenwood Canada's largest Land Mobile Radio Dealers and one of SaskTel's largest Authorized Dealers. We offer SaskTel Cellular & Data, Internet and Max TV services in Saskatchewan, along with two-way radio sales and service throughout British Columbia, Alberta, Saskatchewan, Manitoba and 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 new businesses 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.

**Why Choose Prairie Mobile:**

- 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.

Our passion and expertise are the reasons our people are true industry leaders. We personally connect with others to help understand their needs and effectively use our products. By building an intentional culture, we create a framework that is customer-intimate, opportunity-based, and shareholder-focused. If you are looking to join a team that is results-oriented, adaptable, and possess a high and positive can-do attitude, we welcome your application submission.



**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](http://prairiemobile.com/careers) or send an e-mail to [careers@prairiemobile.com](mailto: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.*