



Are you a self-motivated sales professional looking for a challenging career in an exciting industry?

[KELCOM Radio Solutions](#) (now a division of the [Prairie Mobile](#) Group) is looking to build a team of exceptional talent who share our core values and will place an emphasis on enhanced customer experience. We are currently seeking motivated **Radio Sales Consultants** at our location in **Vaughan, ON (Greater Toronto Area)**.

With your go-getter attitude and drive to succeed, the Radio Sales Consultant is responsible for strategically prospecting new two-way radio communications businesses and expanding existing customer relationships. You enjoy handling sales leads, building relationships, and achieving optimal results. The Radio Sales Consultant is responsible for direct sales and rentals for new and existing clientele, corporate and government sales and providing after-sale support. If you are looking to join a growing company and build a rewarding career in our energetic work environment, this role is for you.

Key Duties:

- Direct two-way radio communications equipment sales, rentals, and after-sale support for new and existing customer base.
- Meet with new and existing customers to generate leads and discuss technical sales solutions.
- Devise sales strategies and demonstrate strength in learning complex technical products.
- Discover target markets through research, devise account plans and demonstrate competence in sales skills and knowledge to action plans.
- Provide content responses, strategies, and insights as inputs for RFP responses to prospective clients.
- Plan, execute and/or participate in tradeshow/events to promote company products and services as needed.

Qualifications:

- A university or college degree in Business or related field and two (2) years direct sales experience (an acceptable combination of education and experience may be considered).
- Excellent communication, interpersonal, and customer service skills.
- Ability to work independently and as part of a team.
- Proficient with Microsoft Office applications (Outlook, Word, and Excel).
- Excellent time management and organization skills with the ability to meet deadlines.
- Ability to work independently/with minimal supervision, as well as part of a team.

- Knowledge of CRM software is an asset.
- Valid Driver's License.

What We Offer:

- Competitive wage and comprehensive benefits including extended health, dental, and vision plans
- Employee Retention Programs including Education Assistance Program
- RRSP Matching Program
- Continuous training and coaching to succeed in your role

If you have high energy and are committed to excellence, determined to succeed, and interested in working in a rewarding team environment, 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 or e-mail to careers@prairiemobile.com.

*Prairie Mobile Communications is an equal opportunity employer.
We thank all applicants for their interest. Only those selected for interviews will be contacted.*

About:

KELCOM Radio Solutions:

KELCOM Radio Solutions is an award-winning mobile communications company that prides itself on offering seamless all-in-one enterprise solutions. We focus on all elements of wireless, including Voice, Data and Broadband for on-site and wide-area applications. As a Motorola Platinum Channel Partner and Elite Business Partner, we offer exceptional service on everything we sell, including Two-Way Radios, Barcode Scanners, Wireless Solutions and much more.



Prairie Mobile Communications:

Prairie Mobile Communications is Canada's largest independently owned provider of wireless communication technologies. Headquartered in Winnipeg, MB 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 Northwest Ontario. We are proud to partner with SaskTel, Kenwood, Motorola, Icom, L3Harris, PBE and many other great companies.

On November 2021, Prairie Mobile Communications acquired KELCOM Radio Solutions, headquartered in Windsor, ON and with a second location in the Greater Toronto Area (Vaughan, ON). The acquisition combined KELCOM's two-way radio sales, services, and networks with Prairie Mobile's existing infrastructure and portfolio.

