

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 driven **Sales Consultant (Radio Communications)** to join our team in **Grande Prairie, AB**.

In this exciting role, the Radio Communications Sales Consultant is responsible for driving direct radio sales and rentals for new clientele, corporate and government sales, and after-sale support. With your go-getter attitude and drive to succeed, you will be responsible for prospecting new businesses and expanding existing customer relationships. You enjoy building relationships, researching the local market, and staying current in trends and innovations related to business interests. If you are looking to join a dynamic team and enjoy keeping organized and disciplined, this may be the role for you!

Key Duties:

- Direct two-way radio sales, rentals, and after-sale support for new and existing customer base, including corporate and government sales.
- Meet with new and existing customers to generate leads and discuss technical sales solutions.
- Establish client needs and collaborate with the technical team to build customer 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.

Qualifications:

- A university or college degree in Business or related field and minimum of two (2) years direct sales experience (an acceptable combination of education and experience may be considered).
- Knowledge of CRM software is an asset.

- Excellent interpersonal and communication skills, with the ability to relate and demonstrate positive working relationships with all levels of staff, customers, and external contacts.
- Excellent time management skills with the ability to work under pressure.
- Ability to work independently and as part of a team.
- Proficient with Microsoft Office applications (Outlook, Word, and Excel).
- A valid Alberta driver's license is required for travel to customer sites as required.

What We Offer:

- Competitive salary, and commission structure.
- Comprehensive benefits including extended health, dental, and vision plans.
- Employee Retention programs including Long Term Service Awards and Education Assistance Program.
- RRSP Matching Program.
- Family-oriented team environment.

If you are looking to join a dynamic team that is results-oriented, adaptable, and possess a 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 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.