

Sales Representative

At Radio IP, contribution to the company is done through innovation and excellence, a management style oriented towards autonomy and development, dynamic and relaxed work environment and great challenges!

Radio IP Software Inc. is a leading private company in secure wireless data communication. The company offers complete connectivity solutions for its clients in fields such as public safety, military, transportation and government agencies, all data critical communications.

Job Summary:

Reporting to the Sales Director, our new Sales Representative will manage an existing client portfolio and develop new business opportunities with direct and partner resellers and customers.

- ➔ Will be responsible for full sales cycle.
- ➔ Will be supported by a technical advisor, VP responsible for the development of partnerships as well as the marketing director.

We have very well established relationships with several customers (USA, Australia, Asia) and some of the challenges that await you will be to:

- ➔ Develop new accounts
- ➔ Clearly identify and submit the needs of these new accounts
- ➔ Encourage teamwork at several levels throughout the sales cycle

Your personal profile:

- ➔ You are stimulated by challenges, you go for it without hesitation
- ➔ You are self-confident, dynamic, and proactive
- ➔ You are happy when you are successful
- ➔ You like dynamic environments that are quick to act
- ➔ You like being part of a team and contribute to its success

Professional profile:

- ➔ Your experiences in sales demonstrate your ability to meet and exceed revenue targets
- ➔ Bachelor's degree or equivalent experience
- ➔ Full proficiency in English and French
- ➔ Knowledge of a third language (an asset)
- ➔ Experience in sales in international markets (an asset)
- ➔ A good knowledge in software and information technology and communications (an asset)

Conditions:

- ➔ Base salary 60K + excellent commission rates and significant accelerator
- ➔ Flexible schedule on the basis of 35 hours / week; international trips 6 to 10 times per year
- ➔ Benefits (group insurance, reimbursement for dental and vision, etc.)
- ➔ Location: Metro Longueuil - Université de Sherbrooke, 1111 St. Charles, Longueuil

If this description appeals to you, we would appreciate you send your application to our Sales Director, Marie-Claire Bourque careers@radio-ip.com.