

## **Territory Account Sales Manager (CANADA-West, BC or AB)**

### **Position Duties & Responsibilities:**

Reporting to the Director of Sales, the Territory Account Manager will be responsible for developing and growing sales within the assigned territory

- Manage existing and new customers in West Coast CANADA (e.g. Public Safety Network providers, Carriers, Two-way Land Mobile Radio Dealers, System Integrators and Government).

- Develop and execute sales strategies for target accounts; understand the target accounts technology needs, offer Comprod's selection of standard products and communicate customized or new product development needs to Product Line Management.

- Develop new relationships, negotiate and close sales with new and existing customers and partners to expand markets and market segment penetration (new verticals).

- Develop a sales plan for the assigned territory and achieve sales targets in that region.

- Work with Inside Sales team members to ensure existing accounts continue to deliver profitable business in assigned territory.

- Participate in trade shows, road shows and company's weekly sales call review and report on sales and activity progress.

- Follow standard procedures for sales activities such as prospecting, quotes, reports, funnel updates, forecasting, CRM etc.

### **Qualifications:**

- 7 years + of pertinent sales experience in wireless, telecom or technology sales.

- University Degree or equivalent experience (e.g. Business, Engineering).

- A track record of success against quota.

- Technical acumen with ability to present and sell technology products in a business context.

- Ability to interface with clients (management, procurement and technical decision makers).
- Strategic approach to selling in key accounts.
- Proficiency with commonly used software (Word, Excel, PowerPoint, ACT)
- Team player with high integrity.
- Superior presentation, communication, management and negotiation skills.
- Existing relationship within the wireless community, Public Safety Networks would be a plus.
- Knowledge of RF networks, antenna technology (VHF, UHF, 700/800/900 MHz); trunked or two-way radio systems, RF filter systems, for in-building wireless, transit or railroad market would be a plus.

**Location:** Vancouver, Calgary or Edmonton area

**TYPE:** Permanent, Full time; Base + Commissions

**TRAVEL** 40%

Comprehensive medical benefits available