

Inside Sales Representatives (2 positions opened in Boucherville-Montreal)

Comprod is an industry leader in the design, manufacturing and technical support of Antenna, Filter systems, and custom radio frequency (RF) communication solutions. We serve a diverse market among the mobile and fixed networks, transit and in-building industry sectors for emergency public safety and commercial RF communications networks. For forty years, the company has maintained a reputation of leadership in understanding the market evolution of RF communications, listening to customers' specific objectives, and designing and manufacturing best-in-class solutions to meet these needs.

Job Description:

Reporting to the Director of Sales, the Inside Sales Representative works in a team with the Territory Account Manager to manage new and existing accounts growing their business and servicing their needs using phone or email communication.

Duties and Responsibilities:

The Inside Sales Representative is responsible for prospecting and developing profitable business in new and existing markets and is accountable with the Territory Account Manager for an annual sales revenue quota. The Inside Sales Representative will also work with Customer Service Admin, as well as Technical support, Operations and Systems Engineering to provide to the customer the utmost quality in service in order to foster enduring and profitable business relationships.

- Identify potential business using the existing client database (ACT) creating strong business relationship while accurately documenting contact history in CRM.
- Contact current and potential clients from CRM database, tradeshow leads, and online research or trade magazines.
- Responsible to qualify customer needs, generate appropriate quotation and follow-up on opportunities until they are converted to an order or contract.
- Ability to close opportunities by selling on value, understanding the client's needs as opposed to reducing price.
- Responsible for identifying and working on RFPs, tenders or bids in their region.

Qualifications:

3 years + of pertinent sales experience preferably in telecommunication or technology sales

Bilingual (English, French)

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 though telephone and email like management, procurement and technical decision makers

Proficiency with commonly used software (Word, Excel, PowerPoint, ACT, QuoteWerks)

Team player with high integrity

Superior communication and negotiation skills

LOCATION: Boucherville, QC.

TYPE: Permanent, Full time; base + commissions

Comprehensive medical benefits included.