

Company: Guardian Telecom Inc
Status: Full Time, Employee
Relevant Work Experience: 3 to 5 Years
Education Level: High School Diploma or Equivalent

Location: Calgary, Alberta
Job Category: Sales Professional
Career Level: Experienced (Non-Manager)

Job Description

Guardian Telecom Inc. is a Canadian ISO 9001 certified designer, manufacturer and distributor of industrial telephones, paging & public address systems, NEMA Type 4X enclosures and accessories for use in hazardous, vandal-prone and demanding environments. We are the industry-leader in the manufacture and sales of Class I Division 1 Explosion-proof phones to the Petrochemical, On-shore & Off-shore Drilling Rig, Processing and Aero-Space industries. With clients located around the world, Guardian goes to market through a combination of Authorized Distributors, Manufacturer's Reps, VARs and direct sales.

We are currently looking for an accomplished and experienced **Sales Professional** to join our Calgary team.

Responsibilities:

- Generate new business through prospecting activities, referrals and various business development activities aimed at local and international EPCs, System Integrators, VARs and End-Users
- Promote the GTI product offerings to the commercial and industrial marketplace through Channel Partners and also sell direct where Guardian does not have Partner representation
- Support and conduct promotional activities and market research
- Prospect using web resources, lead-referrals, existing company contact data-base and other marketing strategies
- Qualify inbound leads and follow-up on leads that have been forwarded to our Partners
- Determine customer and prospects' needs and price & quote accordingly
- Support Channel Partners by providing technical and pricing assistance and initiate and/or attend joints sales calls with Distributors and VARs
- Conduct seminars, demonstrations and Lunch & Learns both in-person and via Web conference to existing and new distributors and Channel Partners
- Assist in negotiation of sales contracts with customers and VARs
- Adhere to company standards, protecting company integrity and maintaining targeted GP margins
- Attend Trade Shows and Partner Training both locally and in other geographic markets
- Complete and submit regular, simple prospecting and business development activity reports.
- Collaborate with other Sales team members and other internal departments and colleagues

Preferred Qualifications:

- Post-secondary education in Electronics or Telecom Technology (or equivalent experience)
- 5+ years experience in outbound technical sales, business development and service of industrial products, preferably in the telecom, instrumentation & controls or Hazardous Area verticals
- Experience working with EPCs (Engineering, Procurement & Construction companies) and procurement processes
- Experience supporting Channel Partners through a distribution network
- Requires people management and leadership skills with customer service experience
- Strong written and oral presentation skills with demonstrated track record of sales growth
- Must have experience in prospecting, executing sales, and developing new business
- Intermediate computer and database skills; strong mechanical and technical aptitude
- Ability to plan, organize, multitask and prioritize
- Positive and energetic attitude with ability to work well independently as well as in a team setting
- Some travel involved

The compensation package includes a base salary, team bonus, full benefits and flexible hours including ~20 Fridays off.

Please submit Resume and Cover Letter by Email, attention Nick Dabrensky
nickd@guardiantelecom.ab.ca