



VidCom Communications Ltd., based in Vancouver, BC is involved in selling Professional & Broadcast Video equipment since the past 30 years.

VidCom is now expanding its business by selling & servicing new video technologies such as IPTV, Digital Signage, Audio Visual Products and Services. The market verticals for these products are Corporate, Hospitality, Healthcare, Transport, Education, Government and Stadiums. VidCom is looking to hire an [Outside Sales Representative](#) based in [Vancouver, BC Canada](#) to cater to these markets with new products and services.

Duties and Responsibilities:

- Identify and contact prospective clients and generate sales proposals.
- Proactively work with existing & new customers to determine specific needs.
- Develop relationships with potential clients & manufacturers/vendors.
- Respond promptly and provide excellent customer service.
- Follow up on leads & referrals.
- Responsible for achieving pre-determined sales targets.
- Liaise with manufacturer/vendors to stay updated on new products & services.
- Organize demonstrations, presentations & training for prospective customers.
- Participate in relevant trade-shows.
- Correctly and accurately process orders.

Key Requirements:

- Honest, Punctual, Ethical and Conscientious.
- Strong passion for video and IT technology, including a proven track record.
- Self-motivated with high performance standards and hunter mentality.
- Strong team player with 'can-do' attitude.
- Consultative & Solution selling experience is an advantage.
- Strong attention to detail and sense of urgency.
- Capable of setting-up the equipment for demonstration & presentations.
- Strong Computer & IT Skills, Proficient with MS Office (Word, Excel & Outlook)
- Excellent communication and interpersonal skills.
- Excellent time management skills and ability to meet deadlines.
- Willing to travel within province and across Canada.
- Valid driver's license & dependable transportation.

Please note preference will be given to candidates with Technical Knowledge about IT, Audio Visual Products and Professional Video.

We offer the opportunity to forge an exciting and satisfying career path which is supported by a competitive salary, commission, bonus and benefit package.

Please either email your resume to careers@vidcom.ca or fax your resume to [\(604\) 732-8814](tel:6047328814). No telephone calls please.

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