



VidCom Communications Ltd., a company involved in selling Professional & Broadcast Video equipment, is looking to hire an [Outside Sales Representative](#) based in [Calgary, AB, Canada](#). The position involves selling Professional Video & Broadcast Equipment 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, technology & sales, 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 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 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.