

# **Icom Canada Holdings Inc.**

## **Job Posting**

**Position Title:** Technical Sales Representative

Icom Inc. is a manufacturer of wireless communication products. Established in 1954 in Osaka Japan, ICOM has a long record as a trusted manufacturer of Land mobile radio, Amateur radio, Marine radio, and Aviation radio. ICOM products are sold in over 80 countries worldwide. ICOM has an international sales and service network.

ICOM Canada has offices in Delta, BC and Mississauga, ON we are currently seeking a fulltime direct sales professional to work with existing accounts in AB, SK, MB from a remote office.

For more information about ICOM Canada, please visit [www.icomcanada.com](http://www.icomcanada.com)

### **Job Description**

- Communicate with existing customers to secure continuing sales and maintain strong customer relationships
- Provide quotations, technical support, literature, and other support/materials for customers
- Implement our sales programs to achieve company set targets
- Manage existing dealer accounts in AB, SK, MB
- New Business development
- Visit with dealers and Key accounts in person
- Prepare and present company sales presentations
- Attend trade shows in all our divisions
- Industry market research and reporting
- Responsible for continued growth in the territory
- Travel required

### **Requirements**

- Previous sales experience in a technology/distribution company
- Excellent communication and presentation skills
- A strong desire to exceed customers' expectations
- Excellent PowerPoint/Excel/computer skills
- Familiar with CRM systems
- A technical background in radio communications with a working knowledge of trunked radio systems
- Min 2-year Diploma or Engineering degree

ICOM Canada Holdings Inc. provides a competitive compensation and benefits package. Qualified candidates must submit cover letter, resume and salary expectations to [info@icomcanada.com](mailto:info@icomcanada.com)