

# SALES REPRESENTATIVE TELECOMMUNICATION SYSTEM INTEGRATION

Start date : As soon as possible  
Type of salary : Commissions  
Work schedule : Full time, 40 hours per week, daytime, weekdays  
Employment status : Permanent  
Location : Montréal Office

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The telecommunications system integration and maintenance salesperson is responsible for selling integration and maintenance services for telecommunication systems. The role involves direct interaction with potential clients, presenting the services offered, negotiating contracts, managing existing client accounts, and collaborating with the technical team to provide solutions tailored to the clients' needs.

## RESPONSABILITIES:

- Prospect and identify new potential clients in the telecommunications field.
- Work closely with the technical team to propose solutions tailored to the clients' needs.
- Prepare equipment lists and the required manpower quantity.
- Present integration and maintenance services for telecommunication systems to potential clients.
- Negotiate the terms and conditions of contracts with clients.
- Manage existing client accounts and ensure regular follow-up to maintain a trusted relationship with them.
- Develop commercial proposals and quotes for clients.
- Regularly follow up on projects to ensure client satisfaction.

## QUALIFICATIONS REQUIRED :

- Prior experience in sales within the telecommunications sector is essential.
- Technical knowledge of telecommunication systems and associated integration and maintenance services such as:
  - Video surveillance systems
  - Voice broadcasting systems

- \_ Access control systems
- \_ Networking
- \_ General IT knowledge
- \_ Basic knowledge in civil engineering
- \_ Excellent oral and written communication, negotiation, and presentation skills.
- \_ Ability to work in a team and collaborate with individuals from different departments.
- \_ Strong organizational and time management skills.
- \_ Positive attitude, results-oriented, and customer-focused.
- \_ Bilingual French/English is an asset.

#### EDUCATION AND EXPERIENCE :

- \_ Technical degree in telecommunications or related fields.
- \_ 5 years or more of technical experience in telecommunications.
- \_ Previous experience in sales or customer service in the telecommunications sector is an asset.

#### SKILLS REQUIRED :

- \_ Team player
- \_ Autonomous, proactive, and focused on problem-solving
- \_ Leadership skills
- \_ Results-oriented
- \_ Pays great attention to detail.
- \_ Knowledge of audiovisual and permanent integration