



Wireless Communications Sales Representative

Recognized throughout western Canada as the leading supplier of wireless communications equipment, Omega Communications (www.omegacom.ca) has become an industry leader through the distribution and servicing of leading communications devices and exemplary customer service delivery. Setting them apart from their competition is their passion and commitment to be the best solutions provider in the communications industry. Founded in 1976, they have expanded operations and currently have offices and service centres in Kelowna, Kamloops, Penticton and Vancouver. Their product offerings are focussed in two main areas namely, wireless and healthcare solutions. Their client list is impressive and their repeat business has resulted in sales growth envied by others in the communications industry. To ensure their corporate growth and sales objectives are met, they are looking to augment their professional sales team by adding a *wireless communications sales professional* based in Kamloops, British Columbia.

Reporting to the Vice President Business Development, based in Kamloops, you will be responsible for managing a very diverse set of existing clients as well as take responsibility for developing new customers throughout the Kamloops region as well as other parts of British Columbia. Your focus will be both sales and service of wireless communications devices and supporting networks. Your customer focus will be industry wide and may include forestry, mining, transportation, local and regional government, federal government, school districts and a wide range of other sectors where your products may apply. Although you will be based in the Kamloops sales and service office, you will be expected to travel to locations where sales and service opportunities exist.

To qualify you will have several years in the sales field already under your belt. You are an accomplished self-starter well known for your territory analysis and ability to win customers through professional perseverance coupled with top flight customer service delivery. You are patient and methodical in your sales approach and comfortable winning sales where a longer sales cycle is key to your sales success. You are not afraid of setting aggressive sales targets and push yourself monthly to achieve both personal and corporate sales goals. You are comfortable in a sales environment where autonomy is the norm and you thrive on selling products that are technical in nature. You are a problem solver by nature and never rest until a client solution is found. You have a stable sales track record and have made a strong contribution with every employer you have worked with throughout your sales career.

Are you interested in joining a company with an outstanding product range, a stellar customer service focus and where an excellent opportunity for career advancement exists? For more information please call Grant C. Smith CHRP at (604) 806-7715 or to apply for this position, forward your resume in Microsoft Word format quoting assignment #OCKS to: grantsmith@waterhousesearch.com

We sincerely thank all candidates for their interest, however only those selected for an interview will be contacted.