

Sales Representative

Comtech is a fast growing restaurant POS software company that has a large customer base across Canada. We are a dynamic company focused on innovation, quality and customer service. Our newest iPad POS solution is expanding exponentially and we are looking for highly motivated and energetic Sales Representative to take on this exciting opportunity along with selling our existing flagship product.

Industry: Information Technology/Computer Software

Required Education: Bachelor's degree or College diploma

Employee Type: Full-Time Employee

Required Experience: At Least 1 Year

Required Travel: YES

Salary: base + competitive commission

Responsibilities will include:

- Prospect for new accounts, source leads, cold call, and research to generate sales via phone, email, social media and on site visit
- Develop and maintain strong business relationship with clients to build business opportunities
- Manage existing clients in regards to orders, quotations and general inquiries
- Process all contracts, new and renewals
- Responsible for ongoing sales with both new and existing clients
- Provide professional custom service in ensuring client satisfaction at all times
- Conduct bi-weekly sale strategy review and report weekly sales activities
- Document all prospects contact detail, sales process stage, product of interest and expected close date
- Track client feedbacks for product improvement and services

Qualifications:

- Effective communicator, possess successful sales experience (including on site visit and lead generation)
- Able to effectively assess customer needs, present products and solutions, and close sales
- Good understanding of hospitality or retail industries (POS experience is an asset)
- Excellent communication skills in English, Mandarin and Cantonese
- Previous software sales related experience
- Quick to understand industry needs and build effective sales strategies
- Proactive, driven, passionate, proven ability to independently
- Must have working knowledge of Excel and Word and general computer knowledge to navigate software through desktop and iPad
- Ability to operate a vehicle with good driving record, valid driver's license and proof of auto insurance (Mileage reimbursement is included in the compensation package)

Compensation varies based on applicant experience. Interest candidate can forward resume to: comtechcda@gmail.com with reference #CT1315

