

Business Development Professional – Dartmouth, NS – (Immediate Opening)

About Duocom Canada

Duocom Canada Inc. (Duocom) was founded in 1974 in Montreal and has grown into Canada's Leader in Audiovisual Solutions. We have maintained our position as the leader in the industry through our commitment to client satisfaction via provision of leading edge solutions combined with unparalleled after-sales support.

For more info visit www.duocom.ca

Job Summary:

The role of the Business Development Professional is to employ the individual's passion for success through sales while providing industry leading audio visual solutions to new and existing customers. The successful candidate will have the opportunity to join an exciting and growing branch of a national audio and visual solutions leader. If you're not interested in having fun at your workplace, please don't apply.

Working with the Regional Manager and in-house technical expert, the individual will be expected to bring a passion and focus for new business development. With key partners including NEC, Samsung, InFocus, SMART, Crestron and Extron, we are positioned very strongly to elevate the solutions currently offered in our marketplace.

Qualifications – Sales Related

- Min of 5 years direct business to business sales within HRM and Atlantic Canada
- Base of local contacts within corporate and Federal Government – THIS IS A MUST
- Understanding of the Federal Government procurement practice in relation to the National Master Standing Offer (NMSO) process.
- Strong personality with lots of energy
- Able to work within a small office environment with limited supervision.
- University degree would be an asset
- General understanding of audio visual technologies and solutions
- Must have a valid drivers license and reliable vehicle

Qualifications – General

- Strong oral and written communications ability
 - Comfortable providing formal and informal product training sessions
- Focus on customer relationship management
- Entrepreneurial spirit and drive
- Attention to detail
- Analytical thinker
- Dynamic and vibrant personality
- Team oriented
- Interested in working in a growth oriented, fun and fast-paced environment
- Professional in appearance

Compensation:

This is a full-time salaried position.

Salary + Commission

Benefits plan available

Duocom is an equal opportunity employer, and welcome applications from women, visible minorities, aboriginals and handicapped persons

We appreciate all interest in this position; only selected candidates will be contacted for an interview.

To apply please email your resume and cover letter to hr@duocom.ca