



Regional Sales Manager, Prairies

Cartel Communication Systems Inc. – Edmonton/Calgary, AB

About Cartel

Founded in 1981, Cartel provides a wide range of products and services for government, industry and enterprise-driven telecommunications applications across Canada, including advanced 4G/5G wireless coverage enhancement, mission-critical voice logging and dispatch solutions, TETRA and Digital Mobile Radio systems, as well as integrated site monitoring command and control systems. Our Langley, BC head office houses a large warehousing and engineering facility for systems design and manufacturing and our branch offices span Canada to better serve our customer base.

We are currently seeking an experienced Regional Sales Manager to lead all sales, business development, lead generation and channel support systems within the geographical territory of Alberta, Saskatchewan and Manitoba. This is a technical sales position and requires a wide range of knowledge in RF telecommunications and wireless infrastructure technologies, particularly in Digital Mobile Radio, Enterprise DAS, Digital Dispatch and Remote Site Monitoring and Control.

Cartel is committed to hire and develop only the best. Reporting to the President, the RSM-Prairies is an excellent communicator, territory manager and business builder, with the overall responsibility for achieving the sales and service objectives of the Company in the region.

Responsibilities:

Candidates should be able to demonstrate their effectiveness at:

1. Directing and maintaining business development and lead generation activities in order to ramp opportunity pipeline, including experience in B2B selling into Enterprise, Government, Public Safety and Utility sectors, within a geographic territory.
2. Establishing performance planning strategies, preparing and monitoring sales forecasts and consistently meeting monthly and quarterly sales objectives.
3. Performing continual needs analysis of customer requirements and identifying opportunities that require the application of the Company's products, services and technical support offering.
4. Establishing and nurturing direct professional and consultative relationships with both decision-makers and end users so as to become part of their long-term planning process.
5. Ability to engage the appropriate resources within the organization to effectively serve and support customer needs.

6. Providing outstanding client/channel support and follow-up with on-going dialogue among decision-makers, end-users and technical staff of clients.
7. Maintaining technical knowledge of the industry, products and services, including cross-portfolio knowledge to support integrated solutions.

Required Skills and Experience:

- Minimum 4 years direct sales experience in mobile radio, RF and wireless technologies.
- Strong technical background, preference will be given to those with BSc or technologist diploma, or equivalent experience.
- Experience selling B2B into large Enterprise, Government and Public Sector accounts within a geographical territory.
- Experience working within a disciplined sales process using CRM and SaaS tools.
- Proven relationship-building and interpersonal communications skills.

The successful candidate will be based in Edmonton or Calgary and will be expected to travel within the region as much as 10 days per month. Cartel offers a competitive salary, commission and bonus program, car allowance and travel expense, as well as extended health benefits and professional development allowance. If you are interested and meet the above criteria, applicant should send a resume and cover letter to careers@cartelsys.com.

Cartel is an equal opportunity employer and welcomes applications from all interested parties. We thank you for your interest, however, only those candidates selected for an interview will be contacted.