



**Job Title:** Technical Sales Specialist  
**Reports To:** Manager, Sales & Marketing  
**Classification:** Exempt  
**Posting Date:** June 06, 2019  
**Closing Date:** June 20, 2019

**JOB SCOPE:**

HD Source Inc is looking for a highly motivated Technical Sales specialist with previous experience and a track record of meeting or exceeding targets. The successful candidate will work with our current sales team to support our existing customer base while developing new markets/client base for the company. The successful candidate will be expected to have a high professional integrity that aligns with HD Source core values.

This is a Salary + commission based position and requires the ability to work days, evenings and weekends. This position also requires occasional travel throughout assigned regions in Canada and U.S. as required to represent our company and products.

**Required Skills and Experience:**

- 3 -5 years previous technical sales experience in Broadcast, Production, AV or related fields, with a track record of meeting or exceeding sales targets.
- Excellent computer skills, including Microsoft Office, specifically Microsoft Excel.
- Strong knowledge of the current Broadcast/Production and AV marketplace in Canada.
- Ability to work and collaborate in a team environment.
- Excellent interpersonal communication skills.
- Detail oriented, with excellent oral and written skills.
- Ability to work on/previous experience with projects, RFQ's, tenders would be a strong asset.
- Highly motivated and organized.
- Must have a valid drivers license, clean abstract and reliable vehicle.

**Other Relevant Skills and abilities:**

- Ability to lift up to 40lbs without assistance



**JOB RESPONSIBILITIES:**

- Work as part of the sales team to retain and explore new opportunities with existing clients.
- Engage in "cold-calling", client visits and product demonstrations as required to generate new clients for company.
- Work as part of the outside sales team to visit clients as required to stay current with their requirements.
- Maintain regular contact with clients via electronic communications and visits, to recommend solutions and adapt to their changing needs.
- Engage in positive messaging on social media or other platforms to increase the visibility of the company and its products.
- Generate sales quotations, perform site visits, equipment training and perform minor trouble shooting of equipment as required to ensure client satisfaction.
- Maintain professional technical knowledge by attending workshops/training, reviewing trade publications and participating in professional associations as required.
- Perform other tasks as required.

We would like to thank all candidates for their interest. However, only those candidates selected for an interview will be contacted.

If this opportunity interests you, and you meet all of the above requirements, please submit your resume and a cover letter stating salary expectations via e-mail to: [ken@hdsorce.ca](mailto:ken@hdsorce.ca)