

B2B Technical Sales Associate and Business Development

At GSCI, our mission is to develop and manufacture market-leading night vision, thermal imaging and advanced detection solutions to supply military, law enforcement and other professionals worldwide with electro-optical systems.

We are looking for a dedicated, creative, and motivated individual who is a problem solver and can effectively conduct business development with purchasing entities, and to complete the full sales cycle of our products. Base compensation will depend on experience with commission based on sales performance.

Required experience: A formal Business education or relevant qualification is preferred. Experience with B2B or B2Government sales is an asset.

Responsibilities:

Sales and Business Development (80%):

- Prospecting and generating new sales leads by conducting market research and growth within your client base. No cold calling is required.
- Conducting the full business development and sales cycle with your client base while maintaining accurate customer records. Developing new accounts.
- Develop strategies to penetrate new markets, conduct account planning and maintain major accounts to maximize revenue from existing customers
- Providing education about the company and our products to customers, maintaining a professional and consistent image when representing the company
- Assisting with the preparation and formatting of documents, reports, tenders, submissions. Develop bid documentation. Preparing shipments to customers and assisting with inventory as needed.
- Other administrative duties as required

Events & Product Demos (20%):

- Assist and participate in trade shows, demos, and networking events, from the planning, execution, follow up and evaluation of the event and leads acquired.
- Stay up to date regarding knowledge of the industry, competitive offerings and capabilities, and product knowledge to ensure exceptional demonstration and communication abilities.
- Exhibit strong communications, negotiation and interpersonal skills with the ability to present company products effectively to customers and partners

What you bring to the team:

- Experience or a natural ability and eagerness of building relationships with international clients

- Experience with B2B and B2Government sales is an asset
- University/College degree in Marketing, Communications or Business is preferred but not mandatory - we like to hire staff with critical thinking skills, can search for answers on their own and can make intelligent decisions
- Highly organized and excellent time management skills - you're able to juggle multiple priorities at once
- Excellent oral and written communication skills dealing with highly professional clients - you have a way with words and can connect easily with others
- A passion for constant improvement - always looking to do things better (both personally, as part of a team and for the company)
- A quick learner, with an open minded perspective to understand GSCI's disciplined approach
- A problem solver with a positive attitude and excellent relationship management skills
- You're a self-starter and highly effective working independently and within a team
- Knowledge of working with MS Office

To apply, please email your resume and cover letter to hr@gsci1.com. No phone calls please. We thank all candidates, but only those selected for an interview will be contacted.

Disclaimer: The above information on this description has been designed to indicate the general nature and level of work performed by employees within this classification. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.

GSCI and all of our employees are committed to conducting business with the highest ethical standards. We require all employees to comply with all applicable laws, regulations, rules and regulatory orders. Our reputation for honesty, integrity and high ethics is as important to us as our reputation for making innovative electro-optical systems.

GSCI is an equal opportunity employer.