



Sales Account Representative

A DDS Wireless International Company, DW Digital Wireless Inc. is dedicated to developing and marketing a wide range of in-vehicle mobile data terminals, peripheral devices and wireless communications infrastructure products to create indigenous solution offered in concert with products and services from other divisions of DDS Wireless International.

DW Digital Wireless is pleased to offer an exciting new opportunity – ***to develop and manage new sales opportunities***, as Sales Account Representative.

The Role:

Reporting to the VP Business Development, you will cultivate direct sales opportunities to new customers, Value Add Resellers and Strategic Distributors worldwide, concentrating on transit, transport and dispatch device sectors. This position will require a strong emphasis on lead generation and daily prospecting to enable the achievement of business objectives and quarterly revenue targets. You will manage customer accounts, prepare proposals for new and existing customers, present to and close opportunities with a high level of customer satisfaction.

Candidate Profile:

As the ideal candidate, you are highly motivated with a proven track record in inside sales, with at least 5 years of experience in software and capital equipment sales into service and preferably transportation industries. You have excellent communication, presentation, negotiation and computer skills, as well as an understanding of system sales. Software and/or wireless communications experience are preferred. There will be some required travel within North America.

We Offer:

- The variety, challenge and scope you need to advance your career
- The possibility of advancement within the DDS group of companies
- A competitive salary and comprehensive benefits package, including extended health care and retirement benefits.

If you recognize the exciting potential of this rare opportunity, please submit your resume and cover letter to careers@digital-dispatch.com. Please reference "Sales Account Representative" in the subject line.

We thank all applicants in advance for their interest, however, only those candidates selected for an interview will be contacted. No phone calls please.

DDS Wireless International Inc., a TSX listed publicly-traded company, is a global provider of end-to-end wireless mobile data solutions to multiple markets focusing on real-time dispatching, vehicle location and tracking, and computerized routing and scheduling through its four market-focused businesses. For more information on the DDS Wireless International group of companies, please visit our website at www.ddswireless.com.