



MRKT-IT Corporation

Sales and Marketing

Job Description:

MRKT-IT Corporation is a global company, owned and operated in Canada that manufactures the BluSteel Patrol Camera for the investigative and security industries. We are offering temporary and permanent sales positions that would access a variety of industries, including Police services and Security companies. We look forward in having you on our team.

Our company is looking for people that will apply their skills to acquire new clientele, to follow-up on current leads, qualify leads and to drive the company's growth by building a strong and lasting relationship with clients.

Accountabilities and Responsibilities:

- Researching organizations and individuals online and through introductions, in order to identify new leads and potential markets
- Market planning and to develop new client marketing strategies
- Following up leads and to develop solid business relationships with clients
- Contacting potential clients via email or phone to establish a rapport and setup meetings
- Develop quotas, goals and proposals
- Negotiating and renegotiating by email, phone and in person
- Develop a marketing strategy and set goals and ensure they are met
- Demonstrate the company's products to clients
- Attend conferences, meetings, industry specific events and Trade Shows
- Maintain compliance with all company policies and procedures

Education and/or Work Experience Requirements:

- Business degree (or equivalent experience) required
- Marketing/Sales experience in the IT or Security industry an asset
- In-depth knowledge of the IT and/or Cellular industry and related current events
- Excellent verbal and communication skills in English, second and third languages would be a preferred asset. (Spanish, French, Portuguese and Arabic)
- Excellent computer proficiency in all MS Office programs, networking and cellular programming
- Must be available to travel and work under pressure, while maintaining a positive attitude
- Strong social and leadership skills
- Must be organized and pay attention to details

Compensation:

- To be negotiated