

Advanced Inc., Canada's Coast to Coast Provider of Presentation Products and Services enjoys an enviable reputation as a progressive and successful Presentation Technology Company. As our company continues to grow, we have an immediate need for **Internal Audiovisual Sales Representatives**. We are seeking hardworking, success driven candidates to join our team and help us meet our goals

INTERNAL AUDIOVISUAL SALES REPRESENTATIVE

Position Details

As an Internal Sales Representative, you will be joining a fast paced sales environment and receiving a consistent level of inbound calls generated by marketing campaigns as well as repeat business from an existing customer base.

In addition to supporting external sales representatives, you will be responsible for selling audiovisual hardware, educational software, accessories and maintenance primarily to the education, corporate and government sectors.

The successful individual will have the following qualifications:

1. University or College Degree / Diploma
2. Minimum 2 years of sales experience in the areas of Audiovisual, IT or Consumer Electronics. Past experience selling educational software is an asset.
3. Excellent communication and interpersonal skills. Ability to speak fluently in French is an asset.
4. Must be very willing to work in an environment that requires heavy phone-based customer interaction and also be willing to work flexible hours.
5. A customer focused attitude and ability to solve customer problems.
6. Basic computing skills and ability to understand basic business mathematics, including percentages and margins.

(As part of Advanced Inc. standard employment process candidates will undergo a complete background check. These background checks are conducted by a professional third party firm).

Responsibilities

- Respond to a consistent level of incoming sales calls and leads per month.
- Support external sales reps as needed to provide superior customer service and prompt order entry on a timely basis
- Accurate processing of customer orders/data entry including providing customers with estimated delivery dates, tracking information and proof of delivery.
- Creating a daily action plan (prioritizing leads and actions for the day)
- Initiate warm sales calls from website leads and existing customers. A certain number of outbound calls will be expected per day.
- Attend weekly sales meetings and ensure assigned tasks are completed.
- Maintaining effective communication with other Departments to ensure customer is satisfied.

We offer a compensation package depending on qualifications in the range of \$35-40k. Package is comprised of base salary plus performance bonus in addition to a company benefits plan.

Please email your resume to info@advanced-inc.com

We thank all applicants who reply, but can only respond to those selected for consideration.

For additional company information, please visit www.advanced-inc.com