

Advanced Inc. is a leading Audiovisual and Collaborative Communications company working with corporations, government agencies, healthcare and educational organizations throughout Canada and beyond. Dedicated to innovation in technology and services, Advanced has a strong set of businesses aligned to meet today's needs.

The company offers complete integrated AV systems in addition to SMART board and videoconferencing solutions, rental and staging of high impact displays, repair and maintenance, value-added integration services including design and engineering, installation and audiovisual consulting.

SENIOR ACCOUNT MANAGER – AV INTEGRATION

The Role

The Company seeks a hands-on, Senior Account Manager to join our growing systems integration group. Focusing on the corporate, government and higher education sectors, the successful individual will play an active role in creating new Audiovisual and Unified Communications business opportunities. Our organization is growing at a rapid pace and we urgently require the industry's best sales consultants to meet our expansion needs. We are only looking for the 'best of the best' in the Canadian AV space. If you are interested in joining a progressive, modern AV company that's going places in a hurry we need to talk.

Reporting directly to the Vice President Sales, key responsibilities include but are not limited to:

- Develop new business opportunities for AV and UC solutions
- Work closely with AV Design team to develop and design solutions to meet customer requirements
- Develop and manage major corporate accounts building relationships across departments and offices to facilitate long term sales growth
- Work with smaller businesses and government agencies to educate, inform and secure sales
- Provide consulting services to clients as needed in the design, specifying and writing of key project documents
- Achieve assigned sales targets and objectives through the provision of AV solutions from such manufacturers as Crestron, Extron, SMART Technologies, Prysm, Nanolumens, NEC, Hitachi, Epson and Polycom
- Keep current with new products and developments in the industry by attending shows, conferences and engaging in forum discussions

Required Technical Knowledge

- Audiovisual and Videoconferencing industry knowledge is required. Unified Communications experience is an asset.
- Knowledge of videowall technology is considered a major plus
- Experience with Crestron Digital Media is preferred
- General knowledge of data networking products/solutions and network design including: Routing, Switching, IP networks
- Advanced PC skills including spreadsheets and word processing

The Candidate

Applicants for this role must have the following qualifications:

- University or College Degree / Diploma
- 5+ years of related work experience in Audiovisual and/or IT industry
- General network design experience in the AV/telecommunication industry dealing with WAN, LAN, Internet/IP, VoIP, and networking hardware would be considered a plus
- Demonstrated experience in identifying and understanding customer technical/business needs and translating them into viable integrated solutions
- Good communication skills both written and verbal
- Self motivated with good time management and planning skills

We offer aggressive compensation packages which are above industry norms and commensurate with candidate's knowledge and productivity.

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

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