

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

COLLABORATION SOLUTIONS ACCOUNT MANAGER

The Role

As a Collaboration Solutions Account Manager, you will be joining a team that is experiencing tremendous growth due to our unique approach to collaborative technology implementations for business. Meeting dynamics are changing. Distributed workforces are commonplace. Join a team that is already considered the leading provider of SMART board solutions in Canada and present SMART Technology to key accounts with a focus on demonstrating how customers can change the way they share and work with digital information.

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

- Provide product demonstrations to corporate and government customers showing how they can turn their workplaces into interactive and engaging collaborative spaces where teamwork can thrive
- Work with key accounts to develop and implement a Smart proof of concept plan for successful use of the technology in their organization.
- 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
- Achieve assigned sales targets and objectives through the provision of AV and collaboration solutions from such manufacturers as SMART Technologies and Polycom
- Assist clients with necessary product training after installation as needed
- Organize events / lunch and learns for targeted customers and alliance partners

The Candidate

The successful individual will have the following qualifications:

1. University or College Degree / Diploma
2. Minimum 5 years of Account Management / Sales experience to large corporate accounts
3. Technology background or experience preferably with SMART products, videoconferencing and other collaboration solutions
5. Proven aptitude for developing relationships with key decision makers
6. Excellent communication and interpersonal skills in addition to strong presentation skills
7. Strong analytical, reasoning and problem solving abilities
8. Self-motivated with good time management and planning skills

We offer a compensation package commensurate with candidate's knowledge and productivity and comprised of base salary plus performance bonus in addition to a company benefits plan.

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

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