

Advanced, a leading provider of technology solutions and services across North America enjoys an enviable reputation as a progressive and successful presentation technology and collaboration solutions company. As our organization continues to grow, we have an immediate need for **Internal Sales Executives**. We are seeking hardworking, success driven candidates to join our team and help us meet our goals.

## INTERNAL SALES EXECUTIVE ENTERPRISE TECHNOLOGY SALES TEAM

### Position Details

The Audiovisual Technology industry has fully merged with IT and the Internet of Things is changing everything! Today, AV solutions are now touching enterprise networks and finding their way into boardrooms, meeting rooms, classrooms and public spaces everywhere. AV solutions are now considered the new and cool part of IT featuring modern software collaboration tools, interactive meeting technology, control and automation tools to enhance communication in addition to emerging digital signage display technology.

Are you a technology enthusiast passionate about new AV/IT products and then positioning them to help clients collaborate and display their messaging more effectively? If so, then join North America's premier leader in this emerging space. As an Internal Sales Executive on our team, you will be actively selling to IT and Facility Managers looking to upgrade their technology.

You will be joining a fast paced sales environment, receiving a consistent level of inbound calls and leads generated by marketing campaigns as well as repeat business from an existing customer base built up over 20 years. In addition you will also be required to undertake business development activities to generate new business including making warm calls to previous customers to assist in both retaining and developing these clients.

By way of our innovative, state of the art technology demonstration center you will conduct technology demonstrations to customers interested in seeing these solutions live and in person. <http://www.advanced-inc.com/demonstration-center/>

In this role, our clients range from colleges and universities and all forms of business including SME and Fortune 500 in addition to all levels of government and public sector.

The Advanced product range is vast including such things as large format video displays and videowall technology, interactive collaboration solutions, conferencing software and video systems, Skype for Business meeting systems, enterprise control and automation tools in addition to traditional projection and audio systems. Key vendor partners include SMART, Prysm, Cisco, Microsoft, NEC, Hitachi, Crestron, Polycom and many more.

Our service offering includes system design, consulting, installation, product training, repair and maintenance.

This role is based out of our Canadian Headquarters located in Mississauga. As an Internal Sales Executive, you will play a key role on our evolving AV Solutions Sales Desk supporting clients from the above verticals and across the entire product line.

**The successful individual will have the following characteristics:**

1. University Degree
2. Minimum 2 years of internal sales experience.
3. Excellent communication and interpersonal skills. Must have excellent written and spoken English. Ability to speak French is an asset.
4. Must be willing to work in an environment that requires heavy phone-based customer interaction.
5. A customer focused attitude and ability to solve customer problems.
6. Personable phone demeanor.
7. Basic computing skills.
8. A genuine passion for technology and the desire to study and learn about new products.
9. Desire and drive to be extremely successful.
10. Ability to understand basic business mathematics, including percentages and margins.

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

We offer a competitive compensation package which is dependent on qualifications. Our packages are comprised of base salary plus performance bonuses and sales commission in addition to a company benefits plan.

**For additional information about Advanced please visit our company website at [www.advanced-inc.com](http://www.advanced-inc.com)**