

Interactive Audio Visual



INTERACTIVE
AUDIO VISUAL

Communicate ♦ Collaborate ♦ Integrate

Sales Account Executive Job Description

Role Title Account Executive,
Full Time Position

Location Ottawa, Eastern Ontario

We are **Interactive Audio Visual**, Ottawa's leading Professional Audio Visual & Unified Communication solutions provider. In a constantly evolving technology landscape, we ensure teams can effectively communicate and collaborate throughout their workplace. We serve Ottawa & Eastern Ontario's government, institutional, high technology, entertainment and private industry clientele. Vast majority of which continue to be repeat customers.

Our growth continues so we need to add bilingual (English/French) sales professionals who are passionate about providing exceptional customer experiences. We are an equal opportunity employer with a highly collaborative team culture. We have a lot of fun helping great client's achieve their desired outcomes and working with really cool technologies.

This role requires you be a self-motivated and *driven* person with exceptional listening and communications skills (verbal & written). You must be well organized with a high attention for detail. We work with a well-defined process driven structure promoting team collaboration.

Successful candidate(s) will spend time with clients to understand their business as well as challenges. Then effectively document and communicate those client expectations to our exceptional internal technical teams in order to design customized solutions and creatively present them. You are adept with common computer software and tools (CRM/ERP/Quoting, etc) as well as social media channels plus are comfortable with "X-As A Service" solution model selling (recurring monthly revenue).

You are comfortable further developing existing accounts along with regular prospecting. This role also requires responding to tenders, generating and presenting quotations & proposals along with performing product/solution demonstrations. You embrace on-going training in order to better serve our clients plus to contribute within our team culture. Consultative solution selling is part of your DNA. You enjoy the hunt and are driven to win.

As someone with a college or university degree, you can demonstrate over five (5) years of exceptional success in professional outbound selling, plus maintain a valid driver's license in good standing as well as a vehicle in excellent working order. You take pride in yourself and team members. Should you have direct Audio Visual or related industry experience &/or accreditations this will be beneficial. Ability to obtain security clearance(s) is required.

Interactive Audio Visual provides industry leading compensation and benefits commensurate with experience and proven abilities. If this challenge interests you, please send us your resume along with an explanation of why **you** are the best person for **Interactive AV** and our fantastic customers.