

Job Role – Sales Consultant – AV & Collaboration Solutions Team

AV & Collaboration is a rapidly growing division within Prodec that offers market leading solutions to our customers to facilitate effective communication and collaboration across their business with specific focus on Meeting Rooms. We are a Platinum Starleaf Partner, Zoom, Cisco Webex Partner and this role will also be focusing on our range of Skype for Business / Microsoft Teams solutions.

The role will include generating new business, as well as introducing and expanding the solutions we provide to existing customers. The role will involve working closely with other members of the team to share expertise as well as working closely with our partners.

AV solutions / partners include:

- Room Control (AMX, Crestron and Extron)
- Microphone / audio integration (Clearone, Biamp, Shure, Nureva)
- Interactive displays (Smart Technologies, Avocor, NEC, Microsoft Surface Hub, Cisco Webex)
- Room Booking (Reserva, Evoko, AMX)
- Video Collaboration (Starleaf, Webex, Zoom and MS Teams)
- Digital Signage (Sedao, Onelan, Stino)
- Video Walls (NEC, Philips, LG, Samsung)
- Wireless Content Sharing (Barco Clickshare, Solstice)
- Installation, project management and AV integration

Key Responsibilities and Requirements:

- Develop and secure new business
- Scale existing customer accounts
- Achieve profit target per month

Through demonstrating product and vendor knowledge matching customer needs with the solution best suited to their needs

- Research appropriate target markets and contacts, telemarketing to target data
- Timely, professional and knowledgeable follow up to leads
- Ability to present corporate and product pitch either over the phone or in person

- Co-ordinate sales effort with marketing, sales management, accounting, logistics and technical service groups
- Develop clear and effective written proposals/quotations for current and prospective customers
- Create and manage a customer value plan for existing customers, profiling and uncovering new business opportunities
- Maintain relationships with key vendors and distributors relevant to the specific target technology/solution
- Maintain professional and technical knowledge by attending training and workshops as well as reviewing publications and news
- Keep management, databases and systems up to date and accurate with all activities and results
- Participate in trade shows where appropriate
- Overall achieving target profit per month

The Candidate

- Proven track record in selling and hitting targets
- Consultative sales skills
- Proven track record of Account Management
- Negotiation and closing skills
- Ability to develop client relationships
- Existing knowledge or sales experience of Skype for Business Solutions
- Existing knowledge or sales experience of audio-visual solutions
- Prospecting
- Excellent written and verbal skills
- Ability to work independently
- Results orientated