

Account Executive

We are searching for Sales Account Executives who have a deep understanding of our products and services as they apply to business processes. They will need to prove they are able to effectively communicate and collaborate with key stakeholders at the Executive-level to develop technology solutions that are aligned with business strategies and objectives.

We use a structured team selling approach that is based upon developing a technology solution that achieves the customer's business requirements through the implementation of the services we provide across all divisions. The Sales Account Executive must be able to adapt as technology changes and establish dynamic relationships with existing and prospective customers that prosper with forward-thinking and innovative solutions.

Required Skills

- 2-5 years sales or consulting experience in a team selling environment
- Prior experience in an outside B2B sales environment is preferred
- Possess professional communication and presentation skills, exceptional at listening and comprehension
- Highly organized and be able to effectively manage time in a fast-paced environment
- Forward-thinker with excellent problem-solving abilities
- Positive and motivating personality, team-oriented
- Self-motivated individual with a strong work ethic
- Able to effectively negotiate, not afraid to be persistent
- Computer-literate, enjoys learning about and using cutting-edge technology
- Ability to develop proposals, presentations, and product recommendations
- Maintain and grow current accounts while identifying and recruiting new accounts
- Strategy-Minded Business Focus:
 - Understand how core business processes and technology can increase revenue, decrease costs, and/or increase productivity for our clients
 - Identify business or workflow pain points, silos of data, and inefficiencies in operations
 - Blend together available solutions that are driven by Business Intelligence, Workflow Efficiencies, and the ability to demonstrate strong ROI options
 - Capable of assessing the needs of current and potential customers in relationship to overall document strategy / management, and / or IT Services with the intent to control costs and improve business workflows
 - Consistently achieves quota through innovative selling strategies; perform comprehensive customer assessments and needs analysis



Benefits Include

- Medical Insurance
- Company paid life Insurance
- Dental Insurance
- Vision Insurance
- Flexible Spending Account
- Company matching 401K plan
- Paid time off
- Paid holidays
- Professional environment where your ideas are encouraged, and you have the opportunity to grow your career

Additional Benefits for Account Executives:

- Base salary plus commissions and bonuses
- Company incentives such as awards, contests and promotions
- Expense reimbursement
- Ongoing sales training
- Company issued devices, such as a laptop or tablet

Why work with us?

Advanced Imaging Solutions is a local provider of the most comprehensive suite of Office Technology Products and Services in Northern Indiana and Southwest Michigan.

We are in search of highly skilled individuals with solid professional experience to become a part of our growth and expansion. At Advanced Imaging, we look for individuals who are as passionate about being an integral part of making businesses better. As a company, we apply our unique talents and passion for technology to make a difference in the businesses and lives of the people we serve. At our core, we value a commitment to:

- Lifelong Learning
- Providing Remarkable Service
- Working Together as a Team
- Focusing on Community
- Leading with Integrity

For consideration for this position, please email your resume to hr@advancedimaging.net