



System Integration Advisor Job Description

Overview:

The System Integration Advisor will have technical knowledge, sales and customer service skills. This position will generate revenue by educating customers on Innovation Technologies products and services to help accommodate the customer's needs. Your ultimate objective will be to help increase sales.

Responsibilities:

- Conducting phone sales and on-site consultations
- Generating new revenue through closing sales by acquiring new business customers and growing existing customers.
- Coordinating, planning and procuring products for the installation team
- Assist with other general administrative functions of the sales department
- Responsible for daily calling appointment-setting with key decision makers.
- Develop new business leads through networking.
- Educate customers on Innovation Technologies product and services.
- Design effective proposals and quotes, and respond in a timely manner to Requests for Proposals.
- Present the proposal and product demonstrations in a professional manner using the available resources.
- Practice effective time management for sufficient sales activity.
- Attend local networking events as part of lead generation

Qualifications:

Required Skills/Competencies:

- Must be upbeat, easy going and professional
- Must understand and enjoy the basics of sales. Advanced sales/closing training is a +
- Solid multi-tasking, time management and organizational capabilities (being detailed and thorough is a must)
- Must be good with computers and smart-phones
- Must be willing to work in a fast paced team environment with flexible hours
- At least 1 year of applicable sales experience
- Technical familiarity with multimedia and home entertainment/home automation products and systems