

Area Sales Manager

As an Area Sales Manager, you will be required to hire, train and develop a sales team in a B2B environment. You will also be expected to collaborate with client stakeholders and C-level contacts to develop solutions that are aligned to business objectives and workflows.

You must be able to provide in-depth knowledge of application solutions and our products and services as they apply to business processes. The position will require the use of a structured team selling approach that is based upon developing a strategy that achieves business objectives through the implementation of the services we provide.

Required Skills

- 3-5 years in sales management experience with a focus on team selling.
- Prior experience in an outside B2B sales environment is highly preferred.
- Must possess professional presentation and organizational skills, as well as excellent PC and problem-solving abilities; you must be a very activity-focused individual.
- Creative, motivated individual with a good work ethic, self-discipline, persistence, and good time-management skills.
- Must possess excellent communication and negotiation skills, exceptional listening and comprehension skills.
- Enjoy learning about and using new and cutting edge technology.
- High degree of analytical skills.
- Team-oriented.
- Positive and motivating personality.
- Ability to analyze and understand business problems with the assistance of the support structure available.
- 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.
- Achieve quota through implementing creative sales strategies; perform comprehensive customer assessments and needs analyses.
- Develop proposals, presentations, and product recommendations.
- Maintain and grow current accounts while identifying and recruiting new accounts.
- Strategy-minded 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

Required Skills (Continued)

- Consistently achieves quota through innovative selling strategies; perform comprehensive customer assessments and needs analysis
- Client Advocate:
 - Contribute to a positive client experience at all levels
 - Provide solutions that create real value and a ROI for clients
 - Committed to service, integrity, and relationships with our clients
- Strong Leader:
 - Maintain loyalty to overall company vision and a team environment
 - Be proactive and contribute to process improvement and change
 - Model professionalism both internally and externally

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

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