



A BSI Integration Partner

AV Sales and Business Development Specialist

SMART SPACES is an AV Technology integration company with experience in providing total room solutions. Our team is comprised of a talented staff of AV System Designers, Engineers, Project Managers/Estimators and AV Technology Installation Specialists.

We are currently looking for an AV Commercial Sales and Business Development Specialist to join our team! SMART SPACES' partnership with BSI allows us to introduce AV to our clients at an earlier phase in the design process to coordinate AV requirements before the construction begins, allowing projects to be designed around the technology in the space.

The Position Requirements and Responsibilities include:

- Generate sales for Audio Visual systems through developing and maintaining client relationships and expanding the company's current client base.
- Use a consultative approach for an effective needs analysis for clients
- Work with our Audio Visual system Designers to develop system designs and price quotations
- Present and negotiate Audio Visual system proposals to clients
- Represent SMART SPACES at tech events, trade shows, seminars, etc.
- Develop and generate new business through prospecting tools to expand client base
- Be willing to participate in SMART SPACES sponsored training and professional development programs
- Meet an aggressive sales quota
- Identify cross-selling and up-selling opportunities
- Ability to multi task and to work independently
- Professional and technical communication skills
- Effective communication with internal AV engineers, programmers, technicians, and management
- Ability to generate and maintain long term relationships with new and existing SMART SPACES/BSI clients

The Qualified Candidate Must Have:

- 2+ years' experience selling AV/VTC Technology
- CTS certification a plus, but not required, we can help you obtain your certification. SMART SPACES is committed to providing you the necessary training you need to perform your job.

If this sounds like the position for you, then we look forward to hearing from you!

Qualified candidates shall submit a cover letter and resume to:

Erin Macejkovic, Payroll and Benefits Coordinator for BSI & SMART SPACES at:
emacejkovic@buildingservice.com