



Channel Sales Executive

Working with iSiLIVE your primary responsibility be to grow our business with the Audio Visual and Events industry. Your outreach will be focussed on Staging and AV Companies, Event Planners

LOCATION

The position will mostly be remote/virtual with the opportunity to travel for outbound when and if necessary

JOB DUTUIES

- Outbound lead generation
- Social Media Participation -monitor and participate on corporate social media presence
- Documentation – assist in the development of client-facing sales collateral
- Responsible for full life cycle of the sales process including planning, generating new leads, prospecting, qualifying leads, negotiating, and closing deals
- Sell ISI Live streaming solutions via phone and email. Take incoming calls from prospects responding to sales inquiries; make out-bound calls to facilitate sales
- Generate revenue for iSiLIVE by closing sales at defined monthly quotas, while meeting activity targets
- Learn and maintain in-depth knowledge of ISI Live’s competitive products and technologies, and industry trends.
- Follow up on leads and opportunities
- Maintain an accurate pipeline updating opportunities for weekly and monthly forecasting.
- Build and maintain relationships with key decision makers
- Prospect for new accounts through sales calls, networking, marketing research and email campaigns.
- Engage in technical sales discussions with potential clients via conference call or web demonstration; leveraging Sales Engineering resources where needed
- Work to maintain high level of customer satisfaction
- Attend sales meetings, training sessions as required

REQUIRED SKILLS

- Strong sales and interpersonal skills
- Comfortable communicating via phone and email
- Highly organized
- A love for of technology
- Demonstrate initiative and ability to work independently
- An aptitude working within different platforms (CRMs, Social Media, Design, Google Suite, etc.)

*Bilingual would be considered an asset

REQUIRED EXPERIENCE

- Min 2 to 5+ years of experience with a proven successful track record in sales in a fast-paced sales environment
- Understanding of territory management (planning, prospecting, and closing)
- Proven self-starter with motivation and ability to manage multiple responsibilities efficiently
- Demonstrated ability to communicate technical and business concepts via telephone and web-based presentations

- Experience working with AV and Events Industry is desired
- Audio Visual or Streaming sales experience would be considered an asset

ABOUT ISI LIVE

ISI LIVE provides comprehensive streaming and webcasting solutions, including providing videographers and sound technicians to conduct webcasts, and building proprietary streaming media servers and encoders to deliver webcasts over the internet.

ISI clients currently include several Audio Visual and Platform partners as well as many other federal, provincial and municipal government ministries, departments and agencies, universities, and public and private corporations.

INDUSTRY

- Live Streaming
- Broadcast
- Information Technology and Services

BENEFITS AT iSiLIVE

iSiLIVE offers great employee benefits, including, but not limited to, Health, Vision, Parental Leave, Dental, RRSP matching, Flexible Time Off as well as:

- A high level of staff autonomy and schedule flexibility;
- A corporate culture that is family-friendly, healthy, and positive;
- Advancement and leadership opportunities are always available in our growing organisation. We listen to our employees; most of our employees have been with us for several years.

* 2 weeks vacation to start

If you're seeking a supportive, team-focused, and dynamic work environment where you can see the direct impact of your performance and get rewarded for it, then apply today and come start your rewarding career with us!

To apply, please submit your resume to - brad.alford@isilive.ca