



Educational Sales Representative for SW WA & Oregon Territory

Advanced Classroom Technologies (ACT) is a full service instructional technology company with a diverse range of products and services. We serve school districts and businesses with hardware, software, installations, cabling and electrical throughout the Northwest. ACT is currently recruiting for a Sales Representative for Southwest Washington and Oregon.

Responsibilities

The primary function of the Sales Representative is to generate new sales through prospecting (phone and in person), increase sales in current accounts, and build lasting relationships with key decision makers. Skills required for this position include:

- Ability to discuss current educational trends and demonstrate features and benefits of our products regarding these movements. Must be comfortable talking with a variety of contacts in education including teachers, administrators and superintendents.
- Excellent technology skills with the ability to learn multiple education hardware and software products.
- Ability to create and deliver persuasive demonstrations to small and large groups of educators and small businesses using technology.
- Confidence in cold calling by phone and in person when prospecting.
- Tremendous follow-up skills in customer service and troubleshooting.
- Capacity to create sales reports and create plans for territory that includes goals and benchmarks for success.
- Ability to perform flexible hours and to travel in territory 40-80% of the time.
- Capacity to work from a home office when not traveling in territory.
- Perform other work duties as assigned.

Desired Skills & Experience

- Four-year college degree and/or previous educational or AV sales experience involving long selling cycles.
- A self-starter, goal-oriented person who works well remotely and without close supervision.
- History of successful sales and customer support.
- Ability to communicate effectively verbally and in writing.
- Excellent user of PC, Mac and Microsoft Office products.

Compensation and Benefits

Base salary plus commission and bonus
Medical, Dental, Vision, Basic Life, & 401K
Authorized expenses paid

To apply for this position, please send an email reply with your resume and cover letter to info@act-ol.com.