



SERVICE COMMUNICATIONS INC.

Voice • Data • Security • Cabling

We Bring Technologies Together

Service Communications Inc. provides installs and supports voice, data, security and cabling systems. SCI's 20 year expertise offers the single source solution that has successfully integrated the network infrastructure needs for the retail, financial, healthcare, education and government sectors, among others.

Position Available: Account Manager, Redmond WA

Duties include:

- Sales to end-users and primary contractors of infrastructure cabling, telephone and wireless systems, security and video conferencing solutions.
- Developing local, regional and national sales opportunities for enterprise clients.
- Mastering the product knowledge and presentation skills necessary to convey the essential components of converged-space selling including infrastructure, voice and data basics, VoIP, network security, wireless LAN, audio and video conferencing, POS, and video surveillance.
- Managing the sales process, including lead creation/follow-up, Understanding of decision process within a prospective company or organization, Reporting of sales/forecasting metrics, proposal development and presentation.
- Interacting with sub-contractors, project managers and primary contractors on a regional or national level, establishing efficient communication channels to insure project success
- Meeting monthly and quarterly sales objectives
- Completing on-line certifications of hardware and network products offered through SCI
- Establishing new customers through set-up/credit approval process
- Teaming with SCI resources to develop comprehensive customer proposals with detailed SOW, costs, mark-ups, margins, sell prices and optional prices

Successful candidates will possess a minimum of 5 years experience in outside sales within the interconnect or data/telephony networking field. Special consideration will be given to professionals with sales experience in the following areas:

- Nortel voice products including the CS-1000, BCM, Symposium, Call Pilot, Meridian Option-Series PBXs and Norstar.
- Aruba wireless solutions
- Pelco CCTV solutions
- Polycom audio and video conferencing solutions
- Structured cabling solutions

We are a company that believes in both personal and professional growth. Professionally, we pride ourselves in our standards, ethics and complete dedication to our clients. Furthermore, we understand that our company is built on the recognition and respect we give to our employees.

SCI offers competitive salaries, benefits and 401K packages. Opportunities for growth exist for those successful candidates who have a desire to advance.

Successful candidates must pass pre-employment drug testing.

Please submit your resume and salary requirements to:

Email: hr@servicecommunications.com

Location: Redmond, Washington