

# Outside Sales Representative Advanced Business Imaging

## **Advanced Business Imaging, Ottawa's only locally owned Ricoh dealership, is looking for an experienced outside sales representative.**

We sell and service Ricoh fax machines, photocopiers, printers and scanners. As the foremost manufacturer of digital technology in the world, Ricoh provides exceptional solutions for businesses of all sizes.

Advanced Business Imaging is led by one of the industry's top-selling professionals, with over 25 years of related experience in the Ottawa market. Through our affiliation with Advanced Business Interiors, the region's premiere office furniture dealership, we benefit from the top-notch reputation of an established and successful company.

In this mid- to senior-level sales position, you will be one of the first employees of this exciting new company and will have the opportunity to impact and influence its growth. Responsible for achieving sales targets for new and existing business, a major focus of your time will be business development. In addition to marketing the full range of products and services, you will be responsible for establishing and building client relationships at senior levels.

The ideal candidate is mature and entrepreneurial, with excellent technical know-how and follow-up skills. A consultative sales style and the ability to think on your feet are essential. Ideally, you have at least two years' direct sales experience. Bilingualism will be considered an asset.

We offer a generous total compensation package comprising competitive remuneration and excellent benefits. We also offer the opportunity to work in a very positive team environment, with other qualified and professional people.

### **NO AGENCIES PLEASE.**

Advanced Business Imaging is an equal opportunity employer. We thank all applicants for their interest, but only those selected for an interview will be contacted.