

EMPLOYMENT

Freeman Audio Visual Canada supports the power of face-to-face marketing by providing full-service audiovisual rental solutions for corporate events, trade shows, and conventions of all sizes.

Why work for Freeman Audio Visual Canada?

- We have the largest team of Audio Visual Professionals in Canada.
- We recognize employee contributions through many recognition programs.
- We provide the most comprehensive hands-on technical training programs.
- We promote individual career planning development opportunities.
- We offer a pleasant working environment and an interesting benefits program.

We are presently recruiting for:

Client Solutions Director Montreal

As part of the world's largest brand experience organization, Freeman Audio Visual uses the power of technology to make meaningful connections with a multitude of audiences through the production of meetings, conventions, special events and trade shows with operations in 21 Canadian cities and staffed by more than 700 full-time employees.

Freeman Audio Visual provides a full range of services to support the way audiences engage with content as the landscape continues to change.

As part of the Montreal Sales team, your role will consist of prospecting, soliciting and establishing relationships with new customers. Your goal will be to grow the Event Management business by providing Creative Event Solutions to new customers and prospects.

Responsibilities:

- Proactive selling of personalized and creative concepts, meeting customers
- Prospecting new customers
- Preparing sales proposals for your customers
- Customer presentations face to face
- Use of CRM system
- Overachieve sales targets
- Develop successful customer relationships
- Attend Sales meetings
- Attend related industry association functions
- Post-event customer service
- Work closely with all departments of the organization
- Communicate all event information to the Operations department

Requirements:

- Relevant experience in B2B sales in a technical and creative field
- Creative mindset (thinking)
- Audio Visual knowledge/Event Design required
- Strong communication and interpersonal skills
- Time and priority management
- Professional and organized
- Good knowledge of MS Office Suite
- Bilingual is a must
- Knowledge of AutoCAD is an asset
- Notable management achievement/coordination of large events
- Knowledge in the field of audio visual and presentation technology or from a related industry
- Coming from a middle advocating the promotion of creative solutions and entertainment to customers

Take the first step today by applying for this role to become the next member of our great team where the service is incomparable! This is what differentiates us from our competitors, according to our customers and employees

Visit: <http://www.freemanav-ca.com/>

Lighting Technician

Creative Stage Lighting is always accepting resumes from experienced individuals for the position of touring technician. Candidates must have a strong background in the concert touring field.

Seeking technicians with experience as crew chiefs, dimmer technicians, and moving light technicians. Commercial Drivers License and ability to relocate is a plus. Please send resumes to:

Creative Stage Lighting Co. Inc.

PO Box 567

North Creek, NY 12853

Or email to:

careers@creativestagelighting.com

A well-respected distributor in the video and lighting sector is looking for an Ontario-based sales representative.

With over 15 years of experience, the company has established itself as a leading developer and distributor of technical equipment for the performing arts, A/V and touring industries.

Montreal based, the company represents world's leading manufacturers of its industry in Canada, as well as developing innovative products and solutions sold worldwide. With an established customer base, the company is regarded today as the leading manufacturer nationwide for technical stage equipment.

The company is looking for creative, dynamic and proactive candidates who enjoy working in a fast-paced industry with like-minded people that are passionate about their work.

Please Contact:

Alexandra D. Tessier
Human Resources
adtessier@theatrixx.com
514-939-3077

NEED A DYNAMITE EMPLOYEE?

Find the perfect person for the position you need to fill by placing a classified ad RIGHT HERE! Use this space to find the person who will take your company to the next level! Call Maureen Jack at 905-374-9012, FAX 888-665-1307, e-mail: **mjack@nor.com** for details. You can also submit your classified online at **www.professional-lighting.com**.

PRODUCTS

Concert Lighting – The Art and Business of Entertainment Lighting, 4th Edition

Concert Lighting: The Art and Business of Entertainment Lighting, 4th Edition provides readers with an updated look at how to succeed in the complex world of concert lighting design and technology.

The authors have reorganized the book into three comprehensive and thoroughly revised sections, covering history, equipment and technology, and design, and containing new information on LED technology, pixel mapping, projection options, media servers, automated lighting, solutions for moving lights, DMX, Ethernet problems, and designer communication and collaboration. This book also explores the cross-media use of concert lighting techniques in film, video, theatre, and the corporate world, highlighted with advice from master designers such as Bruce Rodgers, Cosmo Wilson, and Sarah Landau.

From securing precious contracts to knowing the best equipment to use to design a show, this book covers everything a designer needs to know about working in the touring industry.

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www.lightingbooksplus.com FP641 \$77.94
plus S/H and HST. 800-265-8481

WEBSITES

www.lightingbooksplus.com – Features books covering lighting as it relates to applications in Concert, Theatrical, Film & TV, Fibre Optics and Electrical Standards. Secure online ordering, 30-day guarantee, worldwide shipping. Gift Certificates Available!