

MEDIA VISION

The Conference Company

Diplomacy Technology™ | Conferencing | Electronic Voting | Language Interpretation

Regional Sales Manager – Western Region

Preferred locations - Northern CA, Southern, CA, or Phoenix

Media Vision is an award-winning, fast-growing company with 8 offices across North America and Europe. We are a leading provider of professional audio solutions that improve intelligibility and participation for effective meetings, including: conference microphone systems, simultaneous interpreting, assistive listening, and a multichannel streaming solution.

This Western Sales Manager position is an outstanding opportunity to join a vibrant, growth-oriented organization where employees take great pride in their work and their company. As Sales Manager for the Western Region, you will be responsible to maintain existing client relationships as well as prospecting for new ones, while also managing local reps to drive revenue in your territory. Your territory will consist of the western US region, western Canada and Mexico. You will report to our VP of Sales and be supported by some of the best people in the industry.

Primary Responsibilities:

- Maintaining and developing the client base through sales calls, field visits, high-impact product demonstrations and presentations, tradeshow attendance, networking, and more prospecting activities targeting an audience of resellers and end users
- Owning the sales process from lead generation to closing opportunities and ensuring complete customer satisfaction
- Coordinating activities and managing our rep firm teams for the region
- Managing the territory's sales pipeline, providing sales forecasts and reports

Requirements:

- 5+ years in Pro AV sales with experience in channel relationship development
- Experience working with and managing independent rep firms
- A basic technical understanding of audio / video / teleconferencing technologies and IT
- Excellent verbal, interpersonal and written communication skills
- Proficient in MS Office and experience using CRM software
- Ability to take initiatives and plan accordingly with limited direct, daily supervision
- A hunter, a team-player, energized with a positive demeanor
- Ability to travel up to 50% - 75% of the time in western US, western Canada, and Mexico
- Fluent in Spanish (preferred)

Compensation: The position includes a competitive salary based on experience, generous benefits, and the opportunity to have a major impact on the success of a fast-growing company.

How to Apply: Email your resume along with an explanation of why you would be a good addition to our team to csingleton@media-vision.com including "Sales Manager, Western Region" in the subject line.