

South Central A\V

JOB DESCRIPTION

Title: B2B BUSINESS DEVELOPMENT MANAGER

Department: SALES

Type: Full Time

Reports to: Director of Sales

Office Location: Las Vegas, NV or Sioux Falls, SD

POSITION SUMMARY

Are you a top salesperson with great B2B contacts in your market? Are you looking for a great suite of products, a place to put your skills to work and a career where you have unlimited income potential...Plus a great team culture? Then you have found the right opportunity! South Central A\V is seeking high energy, proactive and self-driven sales professionals to join our team.

We are recruiting for this position in all of our markets: Bismarck, ND; Chattanooga, TN; Decatur, IL; Evansville, IN; Fargo, ND; Huntsville, AL; Knoxville, TN; Las Vegas, NV; Lexington, KY; Little Rock, AR; Louisville, KY; Memphis, TN; Nashville, TN; Sioux City, IA; Sioux Falls, SD; Tampa, FL

South Central A\V's suite of products includes:

- Digital Signage
- Satellite TV
- Music
- On hold and In-store marketing messages
- Music Videos
- Scent Media
- Professional Sound Systems
- Video Surveillance Systems
- Sound Masking
- Drive-thru Communication Systems

ESSENTIAL DUTIES & RESPONSIBILITIES

- Develop and generate new client leads through creative prospecting, networking, community organizations and mixers, etc.
- Create and present proposals to potential local and regional clients and follow up with professional and timely persistence
- Expand relationships with existing South Central A\V clients
- Develop your market based relationships in Retail, Hospitality, Medical, High Tech, Construction and a broad base of other Industries

QUALIFICATIONS

- 2+ years of proven business-to-business sales experience
- Experience in creative and aggressive sales prospecting, a hunter mentality
- Professional and fearless presentation skills
- Capability to build a strong rapport with existing and potential clients
- Self-motivated, high personal expectations, team player, client focused, well organized
- Knowledge of, and interest in music a plus
- Knowledge of audio, visual and computer equipment a plus

ADDITIONAL INFORMATION *(travel, etc.)*

Territory: TBD
Travel: minimal
Also Included: Company laptop, generous car allowance, cell phone allowance

COMPANY DESCRIPTION & BENEFITS

South Central A\V is a 3rd generation, family-owned audio and visual solutions provider founded more than 70 years ago. We are based in Nashville, TN and have offices throughout the country.

We design, build and install professional live performance sound systems, conference rooms, video walls, digital signage, video surveillance, video conferencing networks, auditoriums and other integrated a\v systems.

A wholly-owned subsidiary of South Central Inc., South Central A\V is also the largest independent affiliate of MOOD Media, formerly Muzak.

South Central A\V benefits include:

- Comprehensive insurance benefits (medical, dental, vision, life).
- 401K package with company matching
- PTO Plan

APPLY TODAY AT SouthCentralAV.COM/APPLY