

South Central A\V

JOB DESCRIPTION

Title: National VP of Systems Sales
Department: Systems Sales
Type: Full Time
Reports to: CEO
Office Location: Nashville, TN

POSITION SUMMARY

We are looking for an energetic, enthusiastic, and professional sales leader to help us to continue to grow our Systems Sales business. This person will also work closely with the and Operations and Engineering teams to ensure the sales team is following business processes so that we can ensure an exceptional customer experience.

ESSENTIAL DUTIES & RESPONSIBILITIES

- Participation in Strategic Planning
- Focusing sales team on achievement of individual and team sales goals
- Weekly sales team meetings
- Weekly 1:1 time with each sales team member
- Recruit, hire and train new business development managers
- Forecasting and Performance Monitoring
- Strategizing on accounts and projects
- Sale, Expense and Travel approvals
- Problem resolution – Commissions, Orders, Resources

NON-ESSENTIAL DUTIES & RESPONSIBILITIES

- Performs other duties as assigned.

QUALIFICATIONS

- Proven management and mentoring ability in a sales team environment
- Highly effective communicator
- Extensive CRM/ERP experience
- At least 3 years industry experience preferred
- Extensive complex sales cycle experience
- Easily able to understand, present, and demonstrate visual collaboration products and services
- Review packages for accuracy and make required changes as projects mature.

TRAINING REQUIREMENTS

As Outlined in Offer of Employment

ADDITIONAL INFORMATION *(travel, etc.)*

Position Type: Full-time

Travel: Yes

COMPANY DESCRIPTION & BENEFITS

South Central A\V, a 3rd generation and family-owned business, was founded over 70 years ago. Our team includes over 150 full time employees stretching from the Dakotas to Tampa, FL and from Knoxville, TN to Las Vegas, NV. Our core values include sustaining a “healthy family” work environment and creating an exceptional customer experience.

We’re an audio-visual solutions provider that designs and installs professional live performance sound systems, conference rooms, video walls, digital signage, video surveillance, video conferencing networks, auditoriums and other integrated A\V systems. We are also the MOOD: affiliate in all our markets; their services are most commonly known as the former “Muzak” services, such as background music, music on hold, etc.

Core brands that power our solutions include: Bose, Klipsch, Crestron, Polycom, Extron, Christie and Bi-Amp.

South Central A\V benefits include:

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

RELATED INDUSTRIES

Telecommunications, Music, Construction

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