

South Central A\|V

JOB DESCRIPTION

Title: Designed AV System Sales
Department: System Sales
Type: Full Time
Reports to: Vice President of System Sales
Office Location: Las Vegas, NV

POSITION SUMMARY

We are looking for an experienced business to business salesperson who is comfortable developing and presenting complex solutions. This person needs to create relationships with senior executives in finance, IT and facilities departments. Our ideal candidate is a self-starter, creative, strategic, assertive, determined and independent. Technical aptitude is a plus. An ability to understand and position a technical solution's business value is required.

We offer a competitive compensation package. People new to the industry should earn \$70K – \$90K in year one. Successful people should be earning six figures by their second full year.

Core brands that power our solutions include: Bose, Klipsch, Crestron, Polycom, AMX, Christie, Bi-Amp, Epson, NEC and Harman.

QUALIFICATIONS

- Three years proven B2B sales experience
- Bachelor's degree in Marketing, Business Administration or related field preferred
- Demonstrate you've done homework by articulating a basic understanding of our business in your first interview
- Active in local business/networking organizations preferred
- In territory sales experience preferred

PHYSICAL/MENTAL REQUIREMENTS

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

While performing the duties of this job, the employee is required to:

- Regularly sit for extended periods of time while operating equipment such as a computer keyboard, mouse, calculator and similar machines.
- Occasionally reach with hands and arms and stoop, kneel, or crouch.

TRAINING REQUIREMENTS

As Outlined in Offer of Employment

ADDITIONAL INFORMATION *(travel, etc.)*

Position Type: Regular -Full Time

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

RELATED INDUSTRIES

Telecommunications, Music, Construction

APPLY TODAY AT SouthCentralAV.COM/APPLY