



Position: Inside Sales Representative

Reporting to: Director of North American Sales

Responsibilities:

- Support sales team with overall sales strategy and sales plan for the region
- Identify and develop new distribution and dealers accounts. Prospecting and cold calling potential new business.
- Provide sales support to existing distributors and dealers
- Work collaboratively with sales, customer support, and engineering teams
- Possibility to attend local and international trade shows and conferences
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understanding customer needs and requirements
- Routing qualified opportunities to the appropriate sales executives for further development and closure

Required Skills and Experience:

- Bachelor's degree in Business Administration or Sales & Marketing Management an asset
- Minimum 2 years of related sales experience
- Effective leadership skills
- English: Native language. French: Working proficiency. Third language an asset.
- Sales support experience in the Pro AV or Broadcast market an asset
- Familiarity with Audio/Video and Broadcast environments
- Professional appearance and presentation
- Strong customer service skills and ability to work independently
- Strong phone presence and experience dialling multiple calls per day
- Experience working with Salesforce or similar CRM
- Ability to multi-task, prioritise, and manage time effectively

This position offers room for growth within the company.

Salary: Based on experience

To apply for this position please e-mail your CV to careers@muxlab.com.