



Position: Regional US Sales Manager

MuxLab is a leading designer of value-added connectivity hardware for the Pro AV, Broadcast, and CCTV markets. Since 1984, we have continued to support our main mission to provide our customers with innovative and industry leading designs and the dependability you need. MuxLab understands the need for quality, performance, and reliability and we design & engineer our products in Canada with this focus in mind. For over 30 years, MuxLab has been at the forefront of the advances in signal distribution and connectivity. Keeping up with emerging technology, our goal is to provide easy to use and affordable solutions for transferring all forms of Audio/Video, Broadcast, and CCTV signals.

Responsibilities:

- Manage existing distribution and dealer accounts in the region and be responsible for sales growth with these accounts
- Develop and implement a successful business strategy to advance sales, profit and growth targets that align with our overall business objectives
- Identify and develop new distribution and dealers accounts
- Work with Senior Management to help set performance objectives and develop strategic solutions to reach sales performance goals
- Participate in local and national trade-shows
- Able to identify new product opportunities during customer meetings and convey such information to MuxLab management and the Product Manager
- Work alongside marketing to improve MuxLab brand awareness in the USA
- Proficient at training customers on existing and new products

Required Skills and Experience:

- At least 5 years related sales management experience in a B2B environment
- Proven sales history in the Pro AV and/or Broadcast markets including close business relationships with key customers in the aforementioned markets
- Strong selling, customer service, communication and problem-solving skills
- Effective leadership skills and experience managing distribution partners
- Excellent communication skills
- Technical working knowledge of AV and IT type products an important asset
- Well-organized and self-motivated to achieve results
- Able to respond effectively to multiple priorities and execute in a dynamic, fast-paced work environment
- Proficient in Salesforce an asset
- Strong sales pitch capabilities to unique customer requirements and ability to help your customers achieve their business objectives.

Salary: To be discussed. Based on experience.

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