



Position: Regional US Sales Manager

Responsibilities:

- Identify and develop new distribution and dealers accounts in the region and be responsible for sales growth with these accounts
- Manage existing distribution and dealer accounts in the region and be responsible for sales growth with these accounts
- Proficient at training customers on existing and new products
- Develop and implement a successful business strategy to advance sales, profit and growth targets that align with our overall business objectives
- 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

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.

MuxLab is a leading designer and manufacturer of connectivity and distribution solutions for commercial and residential installations of all sizes. Though specializing in the professional AV and broadcast markets, MuxLab products have been implemented in countless, high quality AV installations in every major market around the world. Since its inception in 1984, the company continues to be a forerunner of technological advances in signal distribution and connectivity.

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