



<b>Job Title:</b>	Regional Sales Representative - Eastern Canada	<b>Start Date:</b>	Immediately
<b>Department/Group:</b>	Sales	<b>Reporting to:</b>	CEO
<b>Location:</b>	Canada	<b>Travel Required:</b>	Yes
<b>Level/Salary Range:</b>	Based on Experience	<b>Position Type:</b>	Permanent, Full-time

#### Job Description

MuxLab Inc. (Montreal, Canada), leading designer and manufacturer of Audio/Video connectivity solutions for the Pro AV, AV over IP, Digital Signage, AV Streaming and Broadcast markets is actively seeking a candidate for the position of Regional Sales Representative for Eastern Canada.

#### Responsibilities

- Identify and develop new distribution and dealer accounts in Eastern Canada.
- Manage existing distribution and dealer accounts within Canada 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 as needed
- Able to identify new product opportunities during customer meetings and convey such information to MuxLab management and the Product Manager(s)
- Work alongside marketing to improve MuxLab brand awareness in Canada

#### Required Skills and Experience:

- At least 3 years related sales management experience in a B2B environment
- Proven sales history in the Pro AV market including close business relationships with key customers in Eastern Canada.
- Strong selling, customer service, communication and problem-solving skills
- Effective leadership skills and experience managing distribution partners
- 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

To apply submit resumes to [careers@muxlab.com](mailto:careers@muxlab.com).

Salary and compensation based on experience.

MuxLab Inc.  
2321 Rue Cohen | Montreal | Quebec | H4R 2N7