



<b>Job Title:</b>	US National Distributor Sales Manager	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	Sales	<b>Manager:</b>	President / CEO
<b>Location:</b>	Remote USA	<b>Travel Required:</b>	Yes
<b>Level/Salary Range:</b>	TBD	<b>Position Type:</b>	Full time

#### Job Description

MuxLab Inc., a leading technology designer and manufacturer of connectivity solutions for the Pro AV, Broadcast and Structured Cabling market, is actively seeking a candidate for the position of **US National Distributor Sales Manager**.

We are seeking an experienced, strategic, and results-driven US National Distributor Sales Manager to lead and expand our sales efforts through our distributor network across the United States. This role is responsible for developing and executing national sales strategies, driving revenue growth, and managing relationships with key distribution partners. The ideal candidate will have deep knowledge of the Pro AV industry and a proven track record of working with AV integrators, consultants, and channel partners through distribution.

#### Responsibilities

- Develop and execute a comprehensive national sales strategy to grow revenue through Pro AV distributors.
- Manage and deepen relationships with national and regional distribution partners, ensuring alignment with company goals and product positioning.
- Act as the primary point of contact for all US distributor partners including training
- Monitor distributor performance, sales trends, inventory levels, and marketing efforts
- Collaborate with the marketing team to support joint marketing initiatives, promotions, and product launches through distributor channels.
- Conduct regular business reviews with distributors to assess progress and identify opportunities for growth.
- Provide accurate sales forecasts and contribute to the annual budgeting and planning process.
- Work cross-functionally with product management, engineering, logistics, and customer support to ensure distributor needs are met.
- Represent the company at industry trade shows, distributor events, and customer-facing activities

#### Required Skills and Experience

- 3-5 years of experience in sales or channel management, preferably in the Pro AV or technology sector.
- Strong understanding of AV technologies, products, and the Pro AV distribution ecosystem.
- Demonstrated success managing a national or multi-regional distribution network.

- Excellent negotiation, relationship-building, and communication skills.
- Ability to travel within the US.
- Self-starter with strong analytical and strategic thinking capabilities

**Preferred Experience**

- Experience working with major Pro AV distributors.
- CTS certification or equivalent industry credentials.
- Familiarity with Salesforce

**Compensation and Benefits**

- Salary varies upon experience

Apply to [careers@muxlab.com](mailto:careers@muxlab.com)