



Job Title:	Regional Sales Manager (Canada)	Start Date:	Immediately
Department/Group:	Sales	Reporting to:	CEO
Location:	Canada	Travel Required:	Yes
Level/Salary Range:	Based on Experience	Position Type:	Permanent, Full-time
Job Description			
<p>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 multiple candidates for the position of Regional Sales Manager within Canada.</p> <p><b>Responsibilities</b></p> <ul style="list-style-type: none"><li>• Identify and develop new distribution and dealer accounts in Canada.</li><li>• Manage existing distribution and dealer accounts within Canada and be responsible for sales growth with these accounts</li><li>• Proficient at training customers on existing and new products</li><li>• Develop and implement a successful business strategy to advance sales, profit and growth targets that align with our overall business objectives</li><li>• Work with senior management to help set performance objectives and develop strategic solutions to reach sales performance goals</li><li>• Participate in local and national trade-shows as needed</li><li>• Able to identify new product opportunities during customer meetings and convey such information to MuxLab management and the Product Manager(s)</li><li>• Work alongside marketing to improve MuxLab brand awareness in Canada</li></ul> <p><b><u>Required Skills and Experience:</u></b></p> <ul style="list-style-type: none"><li>• At least 2 years related sales management experience in a B2B environment</li><li>• Proven sales history in the Pro AV, Digital Signage and/or Broadcast markets</li><li>• Strong selling, customer service, communication and problem-solving skills</li><li>• Effective leadership skills and experience managing distribution partners</li><li>• Technical working knowledge of AV and IT type products an important asset</li><li>• Well-organized and self-motivated to achieve results</li><li>• Able to respond effectively to multiple priorities and execute in a dynamic, fast-paced work environment</li><li>• Proficient in Salesforce an asset</li></ul> <p>To apply submit resumes to <a href="mailto:careers@muxlab.com">careers@muxlab.com</a>.</p> <p><b>Salary and compensation based on experience.</b></p> <p style="text-align: center;">MuxLab Inc. 2321 Rue Cohen   Montreal   Quebec   H4R 2N7</p>			