



# Audio Visual Technologies Group

Visualizing the Possibilities

Job Title: **Corporate Sales Account Manager**  
Department: Sales  
Reports to: President  
Location: Stafford, Texas

**Audio Visual Technologies Group, Inc. (AVTG)** is a Houston, TX-based company established in 1952. We are focused on providing our customers with the industry's most advanced audio visual, digital signage, and video conferencing technologies. We strive to provide the best technologies, applications and systems-integration solutions to meet our customers' business needs.

- Excellent compensation package includes salary plus commissions
- 401K
- Medical
- Paid holidays and vacation

We are seeking a high energy, results driven **Corporate Sales Account Manager** to sell our technology solutions and product offerings to our existing customers and expand to new customers. Headquartered out of Stafford, TX, the right candidate would be based out of this office. We are looking for candidates with 5+ years of strong proven sales experience as a top performer. The ideal candidate would have experience selling IT or other technology products. This position encompasses sales and quota responsibility, with opportunity for growth.

## Essential Duties and Accountabilities:

- Responsible for the development of key customer accounts.
- Develop a strong relationship with the customers in order to understand their business, service their account and work toward the goal of selling them products and services.
- Identify customer needs and utilize solution selling to qualify new business opportunities and to understand and align with the company objectives.
- Develop specific sales strategies with management for each respective client. Each potential customer or services sales must be recorded in the sales CRM system.
- Become an industry expert, learn our products and develop a strong value proposition for the product set.
- Establish and maintain qualified sales pipeline and accurately forecast revenue/bookings while documenting all information in the sales CRM system.
- Demonstrate strong focus on customer needs and achieving quota.

## Qualifications:

- 5+ years in IT or other technology level sales
- Bachelor Degree (or equivalent experience)
- Demonstrated track record of being a top performer
- Proven ability to push past rejection and achieve results
- Strong verbal and written communication
- Must be authorized to work in the United States on a full-time basis for any employer

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**If you are the right candidate, please apply today:**

<http://www.avtg.com/careers.asp> | email resume to [abrown@avtg.com](mailto:abrown@avtg.com)