

Job Title: Regional Sales Manager - USA
Job Type: Full Time Permanent Employment
Start Date: Immediate
Job Location: Atlanta, Washington DC, or NY Metro

Are you looking for a new challenge in a fast-growing, dynamic high-tech company?
It's time to make a move!

VuWall is a leader in video wall control systems, providing solutions for seamless visual collaboration in control rooms, security operations, and corporate environments. We are a privately held company headquartered in Montreal with US and European subsidiaries. With customers in more than 45 countries, we have deployed over 5,000 projects in many Fortune 500 organizations, government agencies, utility, transport, and security companies including the US Departments of Transportation, NASA, Canadian Space Agency, European Commission, Sydney Rail, Porsche, Daimler, L'Oréal, SNCF, FIFA, and throughout federal, state and local governments.

JOB DESCRIPTION

We are seeking an eager and ambitious Regional Sales Manager (RSM), based in Atlanta, Washington DC or the NY Metro area, to drive sales growth, develop and execute strategic sales plans, build strong relationships with clients, and lead initiatives to expand our market presence. Your leadership and sales expertise will be vital in achieving revenue targets and ensuring customer satisfaction. You will manage and grow an exceptional channel of AV, IT and security partners and resellers in the region and support existing partners, help grow their business with VuWall's offerings, act as primary liaison with those partners, while also growing the channel with new, select partners. You will work closely with peers on the US sales team to identify other partner opportunities, including end users and consultants and will serve as a VuWall Ambassador throughout the region to expand and solidify the VuWall brand.

MAIN RESPONSIBILITIES

- **Sales Strategy:** Develop and implement effective sales strategies to meet and exceed sales goals within the assigned region.
- **Client Relationship Management:** Build and maintain strong relationships with key customers, partners, and stakeholders, ensuring their needs are met and fostering long-term loyalty.
- **Market Analysis:** Conduct market research to identify new business opportunities and stay informed about industry trends and competitor activities.
- **Team Leadership:** Collaborate with cross-functional teams, including sales engineering, marketing, and customer support, to deliver exceptional service and drive sales initiatives.
- **Sales Forecasting:** Prepare and present sales forecasts and reports to senior management, providing insights on performance and opportunities for growth.
- **Participation:** Represent VuWall at industry trade shows, conferences, and networking events to promote our solutions and engage with potential customers.

QUALIFICATION REQUIREMENTS

- 5+ years of sales experience in the AV, security, technology, or related industry, with a proven track record of achieving sales targets.
- Bachelor's degree in business, Marketing, or a related field is an asset
- Excellent verbal and written communication, negotiation, and interpersonal skills in English as a first language
- Strong knowledge of video wall technology, AV-over-IP solutions, and related markets.
- Proficiency with data analysis, forecasting and budgeting
- Excellent presentation skills
- Good listening and customer service skills
- Self-starter and works autonomously with ability to work collaboratively in a fast-paced environment
- Efficient time management skills
- Prior channel management experience a plus
- Willingness to travel within the region as needed.

THE VUWALL EXPERIENCE

- A multinational experience with a start-up vibe
- Entrepreneurial spirit with a dynamic team of professionals
- Embracing diversity, the company offers an exceptional culture made of respectful, talented, dedicated, and passionate individuals
- Competitive salaries and benefits
- Work hard, play hard team environment

EMPLOYMENT BENEFITS

- Unlimited earning potential – no ceilings on compensation!
- Medical & dental benefit package.
- Exceptional company culture.
- Dynamic team of professionals always available for help and support.
- Fast-growing company with state-of-the-art technology and room for advancement.

TO APPLY

Click here to email your résumé
to careers@vuwall.com