



## **Enterprise Sales Executive**

**Are you a top earner? Are you looking to be rewarded for the level of talent you bring to the sales table? We are looking for dynamic individuals to complement our Team!**

**AVA has created (2) high level positions candidates for immediate hire. We want you starting by December 31<sup>st</sup> of this year.**

Audio Visual Associates (AVA) is looking for Senior Enterprise Sales Executives who are self-motivated with a proven track record of sales at the C-level and Director level. The successful candidate identifies opportunities, collaborates with the team to provide solutions, and closes business. Building sustainable relationships, providing value, and effective communication are key elements of this position. Experience in AV, IT or telecommunications is preferred.

Audio Visual Associates compensation package for Senior Enterprise Sales Executives includes uncapped earnings potential for high performers, comprehensive benefits, and a great culture of teamwork and integrity. AVA Sales Executives will gain access to a tremendous support team and a company with a great reputation, strong partner relationships, and a global reach.

Audio Visual Associates is a video collaboration company that provides strategy management technologies and support to the world's largest and most innovative businesses. What we give to a customer is the ability to connect, work together, and share ideas with a reliable technology experience. Whatever you are trying to do, and who ever needs to join in, we will help you share it with the world.

Our company promotes and rewards client-focused behavior, entrepreneurial thinking, teamwork, integrity, and a passion for success.

### **Job Requirements for the Enterprise Sales Executive:**

- An aggressive, energetic, self-starter with an established skill set in solution and relationship sales
- Proven history of performance in developing and maintaining strong customer relationships at the enterprise level including competence and confidence in presenting at the Director, VP, and C-Suite levels
- Excellent networking, presentation, and communication skills
- Excellent computer skills, including a strong familiarity with the Microsoft Platform, and understanding of technology trends and solutions within the unified communications marketplace
- Infocomm CTS (preferred)
- Bachelor's degree
- Minimum of 10 years direct selling experience in AV, managed services, SaaS, videoconferencing or related AV/IT technology
- Expectation to close sales exceeding 2 million per year

No phone calls, send resume to: [hr@avaonline.com](mailto:hr@avaonline.com)