

TITLE: AV Account Manager

REPORTS TO: Director of Audiovisual

JOB DESCRIPTION:

The AV Account Manager will be responsible for generating new Audiovisual System Integration business for BIG. To accomplish that goal, the Account Manager will strengthen existing relationships and seek out new relationships leading to AV opportunities.

RESPONSIBILITIES:

- Deep understanding of how to generate new AV opportunities
- Initial client contact and client meetings
- Ability to lean on technical knowledge to lead AV requirements gathering
- Overseeing and participating in technical proposal creation
- Ensuring client expectations are met throughout the AV project lifecycle
- Following up with clients during and after the project

JOB REQUIREMENTS:

- Proven proficiency in growing technology sales
- Three or more years' experience successfully selling technology systems
- AV/IT industry experience required
- AVIXA Certified Technology Specialist (CTS) is a plus
- High School Diploma or GED

ADDITIONAL REQUIREMENTS:

- This position requires the use of a company vehicle. Ability to pass a driving record check, drug screen, and criminal background check is required.

Send your resume to resume@biggp.com. We are looking forward to hearing from you!