

RF Venue National Accounts Sales Leader

Description: This salesperson is responsible for introducing RF Venue's products and solutions to local and large system integrators

Reporting to: Chief Growth Officer

Top actions and responsibilities:

1. Achieve sales targets with local and large system integrators
2. Network with key customers to identify and address specific needs
3. Develop and maintain relationships with customers to ensure long-term customer success
4. Liaison between customers and internal teams ensuring customer requirements are met
5. Document activities in Hubspot CRM
6. Any other areas, as requested by the Company

Key Experience, Skill Sets, Location:

1. Professional audio and/or wireless experience
2. Successful work experience as a national account leader
3. Experience with institutional selling (selling to large and diverse accounts)
4. Successful experience in sales and customer service
5. Thoroughly understand the problems RF Venue solves and how we solve them
6. Comfort with Hubspot or other CRM programs
7. Willingness to travel (at least 4x/month)
8. US-based required

Please send resumes to: resumes@rfvenue.com