

# MEDIA VISION

## The Conference Company

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### Technical Sales Manager – Benelux

Media Vision is an award-winning company with 7 offices across North America and Europe. We are a leading provider of professional audiovisual solutions that improve intelligibility and participation for effective working and learning environments, including: conference microphone systems, simultaneous interpreting, wireless presentation and visual collaboration tools, as well as loudspeakers, with high-performance and aesthetics standards. Our solutions can be found in government councils, university auditoriums, international organizations, corporate boardrooms, and reconfigurable teleconference environments.

This Technical Sales Manager position is an outstanding opportunity to join a vibrant, growth-oriented organization where employees take great pride in their work and their company. As Technical Sales Manager covering the Netherlands, Belgium, and Luxembourg, you will be responsible to maintain existing client relationships as well as prospecting for new ones and be supported by some of the most talented people in the industry.

#### Primary Responsibilities:

- Maintaining and developing the client base through sales calls, field visits, high-impact product demonstrations and presentations, tradeshow attendance, networking, and more prospecting activities targeting an audience of resellers, consultants, and end users
- Owning the sales process from lead generation to closing opportunities and ensuring complete customer satisfaction
- Managing your territory's sales pipeline, providing sales forecasts and reports
- Additional duties in support of sales, marketing and customer related initiatives

#### Requirements:

- 5+ years in audiovisual sales with experience in relationship development
- A passion for audio, and technical understanding of video, teleconferencing and IT
- Fluent in Dutch/Flemish and French, with excellent English skills
- Excellent verbal, interpersonal and written communication skills
- Proficient in MS Office. Experience using CRM software
- Ability to take initiatives and organize workload with limited direct, daily supervision
- Team-player, energized with a positive demeanor
- Ability to travel locally and out-of-region approximately 30% of the time

#### Compensation:

The position includes a competitive salary based on experience, generous benefits, and the opportunity to have a major impact on the success of a fast-growing company.

#### How to Apply:

Email your resume along with an explanation of why you would be a good addition to our team to [antoine@media-vision.com](mailto:antoine@media-vision.com), including "Technical Sales Manager - Benelux" in the subject line. We are also open to more creative applications, but no phone calls please.