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**JOB DESCRIPTION: National Sales Director – Americas**

**MAIN PURPOSE OF THE ROLE:**

We are seeking an experienced National Sales Director to join our team. You will be responsible for building and maintaining strong relationships with key Audio-Visual Systems integration accounts. You will also supervise and support regional sales managers to increase sales and profitability.

As a National Sales Director you will be a high-energy sales activist, organized and able to establish and analyze performance metrics. You will also exercise superior negotiation skills and foster lasting relationships with customers.

Ultimately, you will fully develop key national accounts. You will, negotiate contracts, facilitate communication with customers and attain growth levels set with tvONE executive leadership.

**KEY ACCOUNTABILITIES AND RESPONSIBILITIES**

* Attain quarterly and annual growth targets within specific accounts.
* Network with key customers to identify and address specific needs
* Develop and maintain relationships with customers to ensure long-term success
* Act as the liaison between customers and internal teams ensuring clients’ requirements are met
* Identify and attract prospective strategic customers
* Manage US-Based Field Sales force of Regional Sales Managers and Independent sales representatives
* Produce and manage Regional and Account Sales Forecasts
* Collect and analyze sales data and trends
* Maintain high customer satisfaction ratings, according to company standards
* Liaise Product Management and Marketing to help set new product strategies
* Stay up-to-date with internal and external developments and suggest new ways to increase sales
* Coordinate and prepare technological solutions for global trade shows
* Manage all training activities within the region and deliver training presentations to strategic accounts throughout.

**KNOWLEDGE AND SKILL REQUIREMENTS:**

* Proven work experience as a National Sales Manager
* Demonstrable experience in negotiating and meeting clients’ requirements
* In-depth understanding of sales performance metrics
* Hands on experience with CRM software and MS Excel
* Excellent analytical and organizational skills
* Strong communication skills
* Ability to lead and motivate team members
* Availability to travel as needed
* BSc degree in Sales, Business Administration or relevant field

**LANGUAGE AND** **MATHEMATICAL SKILLS**

* Demonstrated knowledge of sales and marketing techniques and financial principles**.**
* Aptitude for use of various common software. NetSuite and MS Office essential
* Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents.
* Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community.
* Ability to effectively present information to top management, public groups and/or boards of directors.

**COMPENSATION AND BENEFITS:**

* Salary + Bonus
* Location – Cincinnati, OH
* Hours:
* Travel: up to 75% as needed