



## **Job Description: Sales Account Manager**

Headquartered in the American Midwest, Neoti manufactures direct view LED video displays for such applications as broadcast, higher education, corporate spaces, retail signage, sports venues, corporate events, worship venues, and rental & staging. Through open communication with our customers, we strive to exceed customer expectations with our world-class technology alongside our service and support.

We've provided exceptional LED video wall solutions to event producers, athletic teams and facilities, marketing agencies, universities, churches, event organizers, state local governments, and top Fortune 500 corporations.

To support our aggressive growth plans, we are seeking a talented a sales person to join our organization.

### **Job Responsibilities**

We are looking for a highly effective salesperson that fits our culture.

- You must have a track record of building strong, productive customer relationships which drive repeat business and position the company for right of refusal.
- You must have had prior success in finding, qualifying, and selling large capital sales and the support that goes with them.
- You must be able to sell consultatively. Able to shift customer paradigms and thinking to what is best for them.
- You must have keen senses about what you observe in the marketplace, be able to problem solve and navigate through those trends, and able to collaborate with the operations team.
- You must be mentally tough and display grit; able to comfortably navigate through adversity.
- You must be able to operate with transparency and authenticity.
- You must be someone who approaches the world with a positive attitude, able to adjust and adapt to changing conditions and challenges.
- You must be able to operate with the highest level of integrity.
- You must be someone who can work independently and manage yourself with discipline.
- You must have the ability to balance and prioritize multiple projects and priorities. Able to focus on the best opportunities.
- You must have the capability to think strategically about the business and our customers.
- You must be able to demonstrate that you have excellent organization, communication, and the ability to learn technology.



## QUALIFICATIONS

- Bachelor's degree in business or technical degree preferred.
- 5 plus years of sales experience. Experience in the AV industry is not required, but heavily weighted.
- Willing to undergo a background check in accordance with local laws and regulations.

**Compensation:** Neoti provides a competitive compensation plan including salary, flex days, and other compensation as applicable. Salary is based on position grade and qualifications. Some positions are eligible for commissions based on sales and new business opportunities. Specific compensation is outlined in an official job offer.

**Operating Tools:** Neoti provides all working tools. They may include, but are not limited to, tools, a computer, cell phone, branded attire, and an expense account.

**At-Will Employment:** Employment at Neoti is voluntarily entered into, and employees are free to resign at-will at any time, with or without cause. Also, Neoti may terminate the employment relationship at any time, with or without notice or cause, so long as there is no violation of applicable federal or state law. *Equal opportunity employer.*

**Job Type: Full-time**

### Benefits:

- 401(k)
- Paid time off