

Sales / Business Development Manager

Digital Systems & Integration is a Chicago-based Audio-Visual & Smart Home technology service business, offering everything our residential and commercial clients need to be in control of their surroundings with complete intelligent automation. We offer design, build, and consulting services for AV, Lighting, Climate Control, Window Treatments, Home Theater, Surveillance, and Network Systems.

About the Opportunity

We are currently seeking an experienced sales professional to establish relationships with new trade partners and contacts in order to drive revenue growth. The ideal candidate has some familiarity with audio visual or electronic systems, has an outgoing personality and is committed to continuous learning in an industry that is ever-changing.

Responsibilities

- Develop new business for Digital Systems & Integration by establishing relationships with trade partners including real estate developers, architects, builders, real estate brokers and designers
- Develop in-depth knowledge of Digital Systems & Integration's product and service offerings and points of differentiation
- Create and execute an effective lead generation program to ensure a consistent pipeline of prospective customers and trade partners
- Utilize a consultative sales approach to determine customer/partner audio visual needs and recommend products based on those needs.
- Travel to prospective client residential or commercial locations in and around the Chicago area to promote the company's products and services
- Attend local networking and trade events as appropriate
- Work collaboratively with the operations team to ensure a smooth transition from order to design and installation.

Position Requirements

- Minimum of five years' experience in a customer-facing sales role
- Demonstrated success with regard to meeting or exceeding sales objectives
- Experience selling products/services to building trade partners including architects, real estate developers, designers and builders

- Superior oral and written communication skills
- Tech savvy and comfortable discussing technical concepts with prospective customers
- High level of self-motivation and drive
- Ability to work effectively as part of a team
- Audio visual or electronics background in a definite plus

Education

- Associates Degree or higher or equivalent experience

Compensation and Benefits

This position offers a competitive annual base salary + commission on sales.

Benefits:

- Health and Dental Insurance
- Paid Time Off
- Paid Holidays
- 401K Plan
- Cell phone reimbursement
- Mileage reimbursement
- Exciting, start-up culture