



If you're looking for a rewarding career with a professional, financially stable and growing company with the opportunity to use your skills, gain respect and thrive, then you've found the right place –

## CEI Sales, LLC

CEI Sales, LLC is a professional audio and visual products reseller and is wholly owned subsidiary of Communications Engineering Inc. (CEI). Headquartered just south of Washington, D.C. in Newington, VA, Communications Engineering Inc. is an award-winning, consulting, design and systems integration company focused on the television broadcast, audio-visual and multi-media industries. CEI offers complete equipment service, support and training, and supplies products and services to a wide range of large, medium and small commercial clients as well as non-profit and government agencies.

## Account Manager

### **JOB DESCRIPTION**

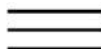
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This sales position is a “field” sales job. The salesperson is responsible for selling broadcast television equipment, professional audio/visual products, systems integration solutions, and service agreements to an assigned account base. The account base can be any combination of customers in various markets. These markets include government, broadcasters, houses of worship, sports, and corporate accounts. Selling multi-media technologies in the medical market space is also a possibility. The sales territory will consist of primarily the states in the Mid-Atlantic region. There is the possibility of having customers outside of this region. The position requires less than 15% travel per year. Compensation includes a base salary plus a generous commission program. A comprehensive benefits package is also included.

#### Essential Functions:

- Sales calls to targeted customers.
- Prospect new customers within assigned territory.
- Staying current with technology trends and changes.
- Record keeping
- Creating quotations and proposals
- Staff industry trade shows

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## **JOB REQUIREMENTS**

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### Basic Qualifications:

- Bachelor's Degree.
- 3+ years of related sales experience.
- Broadcast and A/V application knowledge
- Broadcast and A/V industry knowledge
- A proven track record of selling multi-media products and services to the professional markets.
- Strong communication, analytical, time management, change management and problem solving skills.
- Desire and ability to learn and deliver as a team player within a collaborative environment.
- Strong working knowledge of Microsoft Excel and Word.
- Self-motivated with the ability to work independently.
- Must be eligible to work in the US without sponsorship.

### Preferred Qualifications:

- A working knowledge of Microsoft Office products.
- Experience working with Microsoft Dynamics Navision is a plus.

## **JOIN US**

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If you are considering a career in the broadcast, audio-visual or multi-media industries CEI sets the standard against which all others are measured. We're committed to our company's growth – and our employees' potential. CEI is an equal opportunity employer. Rely on CEI.

Please send your resume to:

[humanresources@commeng.com](mailto:humanresources@commeng.com)

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