



The ESB Group, Inc

5855 U.S. Hwy 11
Springville, AL 35146
www.esbgroup.net

Audiovisual Sales / Account Manager Opportunity:

ESB is looking for individuals that love talking tech and providing creative solutions for Organizations. This is ultimately a sales position where someone that naturally creates new relationships and loves nurturing existing relationships will find themselves providing solutions to people, they like and people they want to serve. We are looking for someone who is a good listener, well spoken, technical, and detailed.

We are looking to expand sales in/and around Huntsville, AL | Nashville, TN | Chattanooga, TN | Madison, MS | Houston, TX | Dallas, TX | Little Rock, AR | Charlotte, NC

You should apply if you are good at the following:

- Educating yourself and your potential customers about AVL Technology
- Being technical
- Managing your time
- Researching AVL products, making phone calls, meeting new people, and traveling
- Being creative and implementing strategies for sales growth
- Looking at plans and specifications
- Taking advantage of leads and sales opportunities with enthusiasm
- Acting as a liaison between The ESB Group and clients- from sales to job completion

You will like the job if most of the following apply to you:

- You are self-motivated, disciplined, and good with time management
- You enjoy talking to people
- Making commission motivates you
- You can seal the deal...Create a quote, design an AVL system, and shake a hand
- Making people happy makes you happy

You will not like the job if most of the following describes you:

- You are bad with computers
- Dealing with people is irritating to you
- You like to sleep a lot
- Quotas are over whelming
- You like to gossip
- The majority of your problems are not your fault

Insights about the opportunity:

- Having AVL experience is important; we would like to know your experience level when you apply
- We have a unique culture. We have found that folks who enjoy art, music, and technology thrive at ESB
- Character, integrity, and morality are appreciated and encouraged. ESB culture is one of giving, caring, and loving others

- Dependability and honoring commitments
- Following work protocols to contribute to a consistent workflow
- This position will involve regional travel
- Sales positions are not micro-managed; If you need a lot of direction / management you will most likely not be successful in our environment.

About the ESB Group, Inc.:

- We design, engineer, and install audio, video, & theatrical lighting
- We are a commercial contractor (not residential): House of Worship (churches), Schools (K-12 and Higher Edu.), Venues (Places with large seating capacity), Corporate, and Government (Conference rooms +).
- ESB's Mission Statement: We provide clarity in sound and vision so the *WORD* can be communicated to the world.

What does the compensation look like:

- This is a full-time position.
- The Salary for this position is very competitive and the possibilities are endless. Employees receive a negotiated base salary + commission. Base salary is dependent on experience, credentials, and abilities.
- We offer health insurance, vacation time, sick time, and retirement (IRA).

How to Apply:

- Email your resume to: careers@esbgroup.net - Subject Line: Sales career posting.