



<https://wpsproav.com/jobs/av-systems-sales-account-manager/>

AV Systems Sales Account Manager

Description

The Sales/Account Manager at WPS plays a crucial role in driving business growth and delivering outstanding client experiences through comprehensive AV integration solutions.

WPS is not about transactional sales; a WPS Account Manager requires a consultative, solution-oriented approach grounded in deep technical understanding, business acumen, and a genuine commitment to client success. As an account manager, you will oversee the entire sales lifecycle, from identifying prospects and qualifying leads to creating proposals and managing project handoff to operations. Your ability to navigate client organizations, grasp their technical requirements, and align those needs with WPS's capabilities will be essential to your success.

A successful account manager will act as both a trusted advisor and an internal advocate, collaborating closely with engineering, project management, and service teams to ensure that solutions are not only sold but also delivered seamlessly.

Responsibilities

- Identify and pursue new business opportunities in the AV market to expand WPS's client base.
- Build and maintain strong, long-term client relationships, acting as their primary point of contact.
- Understand clients' needs and present customized AV solutions, showcasing how WPS's offerings can fulfill those needs.
- Prepare and deliver compelling proposals, effectively communicating the value of WPS's solutions.
- Collaborate closely with our engineering, project management, and technical teams to ensure seamless solution delivery.
- Stay updated on industry trends, competitor activities, and emerging technologies to guide sales strategies.
- Keep precise records of sales activities, pipeline status, and forecasts.

Qualifications

- A minimum of 5 years of experience in sales or account management in the AV integration industry.
- A Bachelor's degree in Business, Marketing, or a related field is preferred.
- High level of technical expertise in collaboration with clients to develop system solutions independently with minimal engineering support
- Experience with large-scale performance-oriented AV systems (mega-church, performing arts, stadium/arena, entertainment facilities).
- Proven track record of closing complicated projects involving multiple stakeholders through construction teams and end users.
- Strong knowledge of AV technologies and integration processes.
- Outstanding communication, negotiation, and interpersonal skills.
- Demonstrated ability to handle multiple demands and meet deadlines.

Hiring organization

WPS | Washington Professional Systems

Employment Type

Full-time

Job Location

Remote work from: USA

Valid through

31.01.2026

Base Salary

\$ 85,000.00 - \$ 150,000.00

- Proficient in CRM software and the Microsoft Office Suite.
- CTS certification is a plus.

Job Benefits

WPS offers competitive compensation and benefits packages including:

- Health insurance
- Dental insurance
- Vision insurance
- Life insurance
- 401(k)
- Paid time off

WPS an equal employment opportunity (EOE) and affirmative employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability status, protected veteran status or any other characteristic protected by law.