



<https://wpsproav.com/jobs/account-executive/>

Account Executive

Description

The Account Executive at WPS plays a crucial role in driving business growth by delivering comprehensive, high-quality AV integration solutions to a diverse client base. This position extends well beyond simple sales—WPS Account Managers are skilled negotiators and strategic partners who approach their work with a consultative, solution-focused attitude. They have a strong technical background, keen business insight, and an unwavering dedication to client success.

Account Executives at WPS work closely with clients and our internal engineering teams to develop effective AV system solutions tailored to each client's specific needs. They must be skilled at interpreting technical drawings and capable of translating complex concepts into clear, actionable plans for clients.

With a proven ability to close complex deals involving multiple stakeholders, Account Executives act as trusted advisors and internal advocates throughout the entire sales process.

Our most successful Account Executives have long-standing relationships with AV consultants and direct clients, and a proven track record of winning bids in diverse, performance-driven environments, including large stadiums and entertainment venues, higher education, and houses of worship.

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 that effectively communicate the value of WPS's solutions.
- Collaborate closely with our engineering, project management, and technical teams to ensure seamless delivery of solutions.
- Stay informed about industry trends, competitor activities, and emerging technologies to inform your sales strategies.
- Keep precise records of sales activities, pipeline status, and forecasts.
- Demonstrate a high level of technical expertise by collaborating with our internal engineering team to develop AV system solutions to meet our clients' needs.
- Bring a successful track record of managing large-scale, performance-driven AV projects involving diverse stakeholders.
- Read and interpret technical drawings and communicate them clearly to clients to support informed decision-making.
- Leverage long-standing relationships with AV consultants and enterprise clients to strategically position and close complex bids.

Qualifications

Hiring organization

WPS | Washington Professional Systems

Employment Type

Full-time

Job Location

Remote work from: USA

Valid through

30.06.2026

Base Salary

\$ 100,000.00 - \$ 135,000.00

Compensation

Base salary plus commission

- 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.
- Strong knowledge of AV technologies and integration processes.
- Must be able to conduct thorough site surveys, attend pre-bid meetings/walk-throughs, and accurately articulate project scope of work through estimating and sales process.
- Outstanding communication, negotiation, and interpersonal skills.
- Proven track record of success throughout the entire sales lifecycle from business development to deal close.
- Demonstrated ability to handle multiple demands and meet deadlines.
- 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.