



As a globally leading company for large scale live video projections. We have close relationships with the world's most influential brands, who trust us in solving their most challenging audiovisual projects. What sets us apart from companies specializing in projection mapping is twofold: on the technical side we continuously invest in our bespoke Onlyview software as well as driving the development of mapping and tracking technologies. On the other side it is the diversity of sites, projects and customers we work with. We are chosen partner for the Olympic Games as well as for public and private shows. Working at ETC, a leader in spectacular immersive audiovisual installations and international events, means advancing your career alongside the best talents in the industry.

For FRANCE/PARIS, we're looking for a:

SALES MANAGER (M / F)

In a company of 30 employees (turnover € 10 Million), you will be reporting directly to the Sr. Production Management. You'll be the dedicated commercial person for our audiovisual event business in France and Europe.

YOUR MISSIONS ON THIS POST:

GLOBAL MISSION

The Sales Manager will join a solid team of professionals who are passionate about growing ETC's Audio Visual business. You will be in a hunter role, utilizing a consultative solutions sales approach. The Sales Manager will be a solid relationship builder who will work along-side the project leader and design team to implement AV solutions. The Sales Manager is responsible for providing ETC's clients and prospects with the highest possible level of quality services to their account.

The Sales Manager is responsible for communicating the specifics of client requirements to internal and external ETC support personnel, so that the client experiences a superior level of customer service. It is the responsibility of the Sales Manager to make certain that client expectations are being met or exceeded by creating realistic expectations, then taking responsibility for meeting those expectations.

DETAILED MISSION

The job responsibilities of the Sales Manager includes the following:

Business Development & Sales

- The Sales Manager is responsible to actively pursue audio visual integration business opportunities for ETC within public & corporate space, as well as other potential growth markets.
- The Sales Manager acts as the team leader for ETC's delivery of proposals for customer and RFP opportunities, and functions as the lead customer relationship manager for new and assigned accounts.
- The successful candidate will work with the Managing and Business Development Directors to assist in acclimating to the ETC selling environment.
- Sales Manager will work with the Business Development Director to develop a sales plan to achieve corporate revenue and profit goals.

Technical and Business Expertise

- Candidates should possess a good understanding of audio, visual & collaboration technologies.

- Ability to understand, synthesize and create AV system designs is a strong plus.
- An solid understanding of IT and networking technologies.
- The individual must be able to work independently with a minimum of supervision, and exercise strong technical, written and verbal communication skills.
- Candidate should possess good business negotiation skills.

Reporting

- Opportunity Forecasting/Sales Proposals/Sales Pipeline
- Weekly conference calls to assess potential sales activity.

Team Responsibilities

- The individual must be a bespoke team player and contribute to the overall effectiveness of the team. They must represent ETC professionally and ethically and demonstrate good judgment and common sense in handling customer issues.

WE ARE LOOKING FOR :

- 5+ years' outside sales experience and track record, selling complex integrated audio-visual systems, communication collaboration, IT integration, hardware, software or related technology-based product or solution.
- Fluent French and English (both spoken and written); extra languages are definitely a plus
- Free to travel frequently within France/Europe/World
- Ability to understand, synthesize and create AV system designs a huge plus
- Ability to identify and develop new sales opportunities
- Experience working with electrical and general contractors is helpful
- Elevated level of professionalism (excellent oral & written communications skills)
- Desire to work in a thriving, high energy workplace
- Team mentality, positive attitude, honest, loyal and motivated

You want to participate in shows that create live emotions and make millions of people shine!

You want to work in a dynamic environment!

THEN GO FOR THE CHALLENGE!

PLEASE DO NOT HESITATE AND SEND US YOUR CV WITH A COOL MESSAGE WHY YOU ARE THE PERSON WE ARE LOOKING FOR

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Want to know more about ETC?

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