



Sales Account Managers – Washington DC, Mid Atlantic Area

If you're looking for an exciting sales career in the business that designs, builds and supports the exploding audio visual, broadcast and new media industries, then we want to hear from you!

Communications Engineering Inc. is the leading media systems integration company in the Washington DC area. Our customers include some of the largest commercial and public broadcasters, bankers, investment companies, news organizations, federal civilian and defense agencies, schools, Houses of Worship, medical research organizations and government contractors to name just a few. If you watch TV, listen to the radio or access streaming media, then one way or another, you've likely touched a media facility designed and built by CEI!

We're looking for competitive field sales staff to attract new customers, open new markets and drive new business for CEI's highly successful broadcast, audio visual (AV) and multimedia IT system design and integration business. We offer a great base salary, generous benefits package and UNLIMITED commissions that make CEI a great place to supercharge your sales career!

Job Description

The Sales Account Manager positions are responsible for finding new customers, developing and closing new sales opportunities and managing assigned customer relationships. Qualified candidates need to demonstrate a working knowledge of relevant AV, broadcast or media IT workflows in the context of today's corporate communications and broadcast operations. These positions are field sales jobs, focused on finding new customers and new project opportunities.

The ideal candidates would ideally demonstrate a successful track record of selling broadcast, AV or media IT solutions. Salespeople are responsible for selling professional audio/visual products, broadcast television equipment, systems integration solutions, and service agreements to new customers and an assigned account base. The account base can be any combination of customers in various markets which may include government, broadcasters, house of worship, sports, medical, retail and corporate accounts. Any business or organization that leverages audio and video technology these days are perfect new sales opportunities for you and CEI. From huddle spaces to stadiums...the sky is nearly the only limit!

Typical sales territories are primarily the Mid-Atlantic region although reaching to wider national and international opportunities are welcome. These positions require less than 10% overnight travel per year.

Essential Functions

- Strong verbal and written communications skills.
- Prospects and networks to acquire new customers within assigned territory.
- Performs sales presentations to match products to identified needs.
- Develops new project initial scope and specifications
- Creates quotations and proposals.
- Sells to targeted customers to achieve or exceed assigned revenue objectives.
- Stays current with technology trends and changes.
- Reports weekly sales activity and attends internal staff meetings.
- Generates sales forecasts about upcoming opportunities

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- Maintains sales records and prospect database as required.
- Attends and staffs industry trade shows and events.
- Provides follow-up with customers to ensure customer satisfaction.
- Other duties as assigned.

Basic Qualifications

- 3+ years of related sales experience.
- Broadcast, A/V and Media IT application knowledge
- Broadcast and A/V industry knowledge
- A proven record of selling technical systems and services into 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 Outlook, Excel and Word.
- Self-motivated with the ability to work independently.
- Must be eligible to work in the US without sponsorship.

Preferred Qualifications

- Track record of over achievement in your area of expertise!
- System design experience, able to specify products and systems on sales calls.
- A deep list of customers seeking outstanding broadcast, AV and multimedia system design, procurement and integration services!
- Bachelor's Degree or commensurate industry experience.
- Experience working with Microsoft Dynamics Navision is a plus.

CEI Sales, LLC

CEI Sales, LLC is a professional broadcast, audio-visual and multi-media 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.

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