

# Technical Sales Associate

## Overview

RP Visual Solutions is a \$6-8 million annual manufacturer and reseller of custom audio-visual structures, flat panel and rear screen-based products. We provide products and services to the industrial/commercial market place world-wide. Our mission is to ensure that we make the whole experience of dealing with rp Visual Solutions a pleasurable experience. We are a small company and everyone will do what needs to be done to satisfy our clients.

## Responsibilities

The position of Technical Sales Associate is responsible for the direct marketing and selling of a specific rp Visual Solutions product line. Current product lines include;

- Projection Systems Mounts and Screens
- Single Panel Mount Systems
- Matrix Panel Mount Systems

This individual will be involved in promoting rp Visuals products, providing sales quotes to clients, consultants and dealers in a timely fashion. High level responsibilities include and aren't limited to;

- Defining client requirements
- Effectively communicating those requirements to our fabrication and operations group
- Obtaining all associated costs
- Preparing & Presenting sales quotations to clients
- Once a sale has been made confirm client requirements with signed off drawings

## Qualifications

- Bachelor's degree, ideally in communications, business or related audiovisual systems experience
- 3-5 years of experience in a sales capacity, preferably in the AV (Audio Visual) or Technical Industry
- Strong communication skills – written and oral
- Computer literacy (ACT!, Outlook, Word & Excel is a plus)
- People skills- must be able to work with a myriad of personalities
- Organizational Skills- task management/ priorities, manage filing system

RPV offers an exciting work environment that is continually evolving, with competitive salaries, and a generous benefits package. Our selection process includes a background check, personality and aptitude assessment, and pre-employment drug testing to help ensure top candidates are added to our team.

RPV is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status. We are committed to providing a workplace free of any discrimination or harassment. RPV will only employ those who are legally authorized to work in the United States. This is not a position for which non-US work visa sponsorship will be provided.