

New Position: RF Venue Senior Director, Global Sales

Description: RF Venue is a fast-growing Boston-area based company and the global leader in the design and building of essential accessories that make wireless audio work and sound better.

The new position of RF Venue Sr. Director, Global Sales is an action-oriented, hands-on sales driver who will ensure RF Venue's value to the professional audio industry is crisply communicated so we're able to provide our unique and compelling services to large prospects and customers.

Additionally, the Senior Director, Global Sales will lead our established and capable sales team to ensure we meet our revenue goals.

Reporting to: Chief Growth Officer

Top actions and responsibilities:

1. Selling to large customers and prospects, including national accounts
2. Leading, training, mentoring, and motivating sales team members
3. Producing sales forecasts and reports
4. Create concise slide decks, work sheets, etc. and present them to the RF Venue board, customers, and at trade shows as required.
5. Any other areas, as requested by the Company

Experience, Skill Sets, Location, Travel:

1. Experience and excitement about Professional Audio and/or what RF Venue does for our industry is essential! Professional audio and/or wireless experience is required
2. Established and strong relationships in the professional audio industry
3. Proven large account sales success and sales leadership a must
4. Demonstrated results growing companies well beyond \$50M in revenue
5. Willing to share in the hard work and excitement of being part of a fast-growing company - where everyone is willing to do what it takes for the customer, the team, and the company
6. Willing to travel up to 30% of the time, depending on the requirement, both domestic and international
7. Live in the Boston-area (access to Walpole, MA office)

RF Venue's Customer Commitment: We are passionate about Our Customer Commitment and that you receive the following from our dealers, installers, and distributors:

1. Your wireless installations work right, the first time, in any wireless environment.
2. You are fully informed on our products and problems they solve. We provide continuously updated blogs, videos, and education from an experienced and competent service and applications engineering team.

3. You receive regular and continuous virtual, on-line, and, as needed, in-person training on the problems we solve, how we solve them, and with what products, tools, and solutions.
4. You receive timely, competent, and friendly service and support - including no-charge design assistance for your upcoming projects.
5. You receive same day availability of all RF Venue core products - and near-immediate availability of any other products - as we're always in stock.

Please send resumes to: resumes@rfvenue.com