

## Senior Account Executive for Corporate AV - Live Events

Video West, Inc. is a full-service audio-visual rental and staging company headquartered in Phoenix, Arizona that has been serving Arizona and the Global Events Community for over 40 years. We are looking for an experienced Senior Account Executive to join our team.

Our Mission Statement: Fulfill the client vision and elevate the audience experience by providing communication solutions through audio, video, lighting and staging for the global live events community. We execute flawless events with passionate people; there is no next time.

Our Core Values: Creative Collaboration, Dedicated Drive, Empowered Engagement

### **Position Overview:**

Senior Account Executive will attend site visits, provide onsite leadership at key events, meet with current and prospective clients, create audio-visual production proposals, help develop existing accounts and establish new accounts. We're looking for a team player who is self-motivated and consistently striving to exceed their sales goals. They ensure all clients receive outstanding hospitality and customer service before, during and after events. They must have strong technical skills, relevant audio-visual industry experience, skills in sales, show design, and labor management. This position requires leadership, collaboration, strong technical knowledge, interpersonal skills, and comfort and confidence with client face-to-face interactions and presentations. Travel is required.

### **Primary Responsibilities:**

- Sales: professionally manage cold calls, solicitation, and in-person sales meetings. Networking skills are a must.
- Work in a team environment with a positive attitude and good demeanor.
- Generate, design, and build audio-visual sales for local, regional and national accounts.
- Find, develop, and maintain client relationships with producers, event planners, meeting professionals, event production teams, etc. to maintain long-term client loyalty and satisfaction.
- Collaborate with Video West technical and creative teams to secure business.
- Understand RFPs and create effective proposals. Follow VW AE protocols for all bids/proposals.
- Develop and track budgets to ensure revenue goals are met and expenses are kept within established boundaries.
- Work effectively with internal staff as well as our partners and vendors to ensure event objectives are met. Ensure all logistical details including room set-up, audio-visual, transportation, housing, and food and beverage for crews, etc. are planned effectively.
- Work with a variety of venues and vendors for events. Labor Union negotiation skills are a plus.
- Provide day-to-day operational support for clients and other team members as required.
- Monitor event activities to ensure compliance with applicable regulations and laws, satisfaction of participants, and resolution of any problems that arise.
- Conduct post-event evaluations to both celebrate victories and identify how future events could be improved.

### **Qualifications & Attributes:**

- Proven track record with a minimum of 5 years of experience in audio-visual sales (corporate preferred) and audio-visual project management.
- Ability to manage multiple overlapping projects.
- Excellent written and verbal communication skills
- Strong proposal writing skills and strong presentation skills required to pitch ideas, present proposals, and achieve productive client and employee interactions.
- Current knowledge of audio-visual equipment, display and video conferencing equipment, applications, functionality, and trends.
- Strong technical skills for live events are required. Stage management experience a plus.
- Ability to read rigging plots and CAD drawings. CAD and rendering skills preferred.
- Ability to estimate freelance labor and work with subcontractors.
- Working knowledge of Microsoft Office Suite (notably Word, PowerPoint, Excel)
- Ability to use industry-specific inventory and bidding software. R2 skills are a plus.
- Utilize your high level of industry experience to lead as a role model and mentor to other team members.
- COVID-19 Vaccine Mandatory, proof required.

**Job Location:** Phoenix, Arizona

**Position Type:** Full-Time/Regular. Travel is required.