

## Senior Sales Manager - AV

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Company: Hikvision UK & Ireland

Location: England

Category: other-general

Join the dynamic and rapidly expanding Hikvision Commercial Display team, a thriving division within Hikvision. Our expertise lies in state-of-the-art commercial display technologies, and we are dedicated to providing top-notch visual solutions for businesses globally. Committed to innovation, reliability, and customer contentment, Hikvision Commercial Display leads the way in delivering cutting-edge display solutions tailored to meet the diverse requirements of contemporary enterprises. Our dedicated team is spread across the UK and all major European countries. Come be a part of our team and contribute to an exhilarating journey in shaping the future of commercial display technology.

**Essential Functions:**

- Strategic Account Management:** Develop and execute account management strategies for key clients, focusing on long-term growth and partnership within the UK's AV sector.
- Relationship Building:** Cultivate and maintain strong relationships with major accounts, understanding their needs and aligning our offerings to meet these requirements effectively.
- Market Expertise:** Stay abreast of trends and developments in the AV industry to provide insightful, consultative support to clients and to keep Hikvision's offerings competitive.
- Technical Knowledge:** Utilize your understanding of AV technologies and solutions to offer expert advice and support, particularly in relation to Hikvision's products and services.
- Collaborative Teamwork:** Work closely with the sales and technical teams in the UK and globally to ensure a cohesive approach to account management, ensuring customer satisfaction and efficient project implementation.
- Sales Training and Support:** Conduct training sessions and provide sales support for Hikvision products, ensuring that clients and partners are well-informed and effectively equipped.
- Additional Responsibilities:** Facilitate and manage client visits, including

trips to Hikvision' s facilities or key industry events.Engage in regular communication with other departments within Hikvision to share client feedback and market insights.Undertake additional duties and responsibilities as needed to support the team and achieve business objectives.Experience Requirements:10 years of relevant working experience in account management in the AV industryAt least 5 years of experience working with products of LED video walls or interactive displays are preferred.Key Competencies:Excellent communication and interpersonal skills.Strong organizational and strategic planning abilities.Demonstrated ability to work under pressure and manage multiple priorities.Work Conditions:The role is based in the UK and may require travel to meet with clients and attend industry events, occasional trips visiting Europe or China Headquarters for events, training and customer engagementFlexible working hours to accommodate client needs and business demands.This position offers an exciting opportunity to be at the forefront of the AV industry, representing a global leader in the field. If you are driven, client-focused, and have a passion for technology and innovation, we encourage you to apply.

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