

## **Job Description – National Sales Manager**

ikan seeks national sales managers who are self starting, sales professionals to manage inside sales staff and outside sales representatives. Sales managers also develop major accounts and dealer channels. This position requires extensive networking, management skill and in person presentation skills. The ideal candidate will have a working knowledge of video/film equipment, the corporate marketing structure, processes, planning stages and hierarchy.

**Responsibilities:** The responsibilities include, but are not limited to:

- Manage inside sales staff
  - develop sales lead and pass to the inside sales staff
  - Manage and motivate inside sale staff
  - Find, manage and support outbound sales representatives
- Actively manage the deployment of new dealer accounts and major clients
- Build a strong relationship and grow revenues from new and existing accounts
- Visit dealers in a regularly basis
- Creating and accurately managing the sales pipeline in CRM system
- Tracking and reporting in CRM, on a daily basis

### **Desired Skills & Experience**

- 5+ years of sales management experience in video production / film industries
- Proven track record of results and exceeding sales goals with a must-win attitude
- Passion for film, video and digital media
- Application experience with the equipment is a must
- Proactive, self-motivated, enthusiastic, responsible, attentive to detail, accountable, professional, relentless work ethic.
- Competitive and upbeat attitude with a drive to succeed
- Able to motive sales team and willing to work for you
- Superior problem solving ability
- Innovative, forward thinker
- Excellent phone skills, proven presentation/ demonstration, and tons of charisma
- Expertise and experience in prospecting, presenting and closing deals
- Exceptional creativity and demonstrable history of idea development
- Dynamic presentation ability and stellar communication skills
- Strong negotiation and relationship development skills
- Ability to work in a fast pace, team environment, energized by environment where change is constant
- A solid knowledge of sales funnels, building sales strategy and increasing sales pipeline.
- Demonstrated customer relationship management, organization and time management skills
- History of gaining access to high-level decision makers
- High aptitude for comprehending client business models and proactively designing solutions to address the corresponding opportunities.

## **About ikan**

ikan is an award-winning designer, manufacturer, and distributor geared to provide total solutions for video professionals. We are a constantly evolving and ever-flexible company that prides itself on its value-conscious products. At ikan, we work closely with our dealers and end users to ensure creation of quality products that enhance film and video productions. Our entire product line, from HDMI & HD/SDI camera monitors to our ELEMENTS™ camera support solutions, LED and fluorescent lighting, our new and improved teleprompter line, productivity software, apparel and set/shooting accessories are all designed with feature-set and price in mind from their inception.