

VISIONAL

# Account Executive, Live Events

## OBJECTIVE

Achieve assigned quarterly sales quotas and close sales within schedule.

## WHAT WE ARE LOOKING FOR

A self-starting, highly motivated people-person with their finger on the pulse of the live event production and corporate events markets to engage the right clients for Visional's sales objectives, both short and long term. Capable of discovering and engaging new business opportunities as well as nurturing existing clientele, the Account Executive is key in customer relationships as a brand ambassador and client advocate. The ideal candidate has diverse experience in live events and a unique ability to multitask in a fast-paced office and production environment. Especially tuned in to emerging trends and technology, the Account Executive is well-rounded in all aspects of the event, including creative, technical, and presentation, and has the ability to anticipate the clients needs in advance, establishing a world-class customer experience with the Visional brand.

## MORE ABOUT VISIONAL

Founded in 2014 by Kyle Means and James Steurnagel, Visional is a production technology agency specializing in production, virtual, experiential, creative, and environmental solutions. Our goal is to develop ideas into cutting-edge visuals that you and your guests will love.

We help clients all over the world create unique visual experiences by combining cutting-edge video and lighting technology with years of expertise in visual engineering. We're friendly, energetic and driven to help our partners develop and execute incredible experiences for their clients. We thrive on building relationships and helping organizations deliver their message through creativity, technology, and collaboration.

Be nice. Do good work. That's our motto. Visional gives you the industry-leading tools and the expert team you need to make your vision a reality. Corporate events, rock shows, interactive installations or brand activations – we're here to help every step of the way, from pre-production to load-out.

Visional is headquartered in Atlanta, Georgia with offices in and Denver, Colorado and Orlando, Florida. Further information is available at [www.visional.pro](http://www.visional.pro).

## MORE ABOUT YOU

- Highly motivated and target driven with a proven track record of overachieving sales quotas
- Excellent selling, negotiation, and communication skills
- Self-driven, self-starter, prioritizing, time management, and organizational skills
- Strong phone and video presence with experience managing dozens of phone and video conferences per day
- Excellent written and verbal communications skills
- Proficiency with corporate productivity, presentation, and CRM tools
- Experience collaborating with a multidisciplinary team remotely and cooperatively
- Ability to manage priorities, respecting timelines, and critical deadlines
- Ability to manage multiple projects in parallel
- The ability to work under pressure and adapt to changes
- Comfortable working in the company office, working from home, and in the field
- Excellent technical analytical skills; A high standard of personal integrity & professionalism
- General knowledge of production industry

- Receive feedback productively
- Valid Passport, Driver License, and ability to travel (75%)
- Ability to pass criminal background check

## YOUR DAY TO DAY

- Establish business relationships with new prospects with the goal of turning them into clients
- Maintain and expand the database of prospective client leads through cold calls and relationship-building
- Facilitate discovery communication with prospective clients to effectively sell capabilities
- Develop prospect analysis reports to analyze industry potential and identify key players, and create status reports on prospect needs, problems, interests, competitive activities, and potential for new products and services
- Participate in weekly sales meetings to review sales pipeline
- Participate in project closeout meetings to advocate for customer excellence
- Provide detailed and accurate sales forecasting
- Work with management to develop strategies that align with business development agendas Ability to think critically and be proactive at solving issues
- Excellent communicator to leadership
- Achieve targeted sales and profitability levels in existing markets
- Successfully penetrate new markets and channels to meet or exceed growth and profit goals
- Track sales progress utilizing established company processes
- Follow-up and obtain commitments from prospects
- Perform effective online demos and presentations to prospects
- Coordinate sales effort with team members to build sales pipeline and close deals
- Make recommendations for development of sales materials and advertising campaigns to effectively support sales needs
- Team player mentality with a strong sense of purpose within the organization

## OUR OFFER TO YOU

- Base Salary
- Medical Insurance Plan
- Dental Insurance Plan
- Vision Insurance Plan
- Skills development activities and opportunities for career advancement
- Professional Development Reimbursement Program
- Personal Enrichment Program
- Work environment conducive to personal health and well-being

Those interested should send an e-mail with CV and letter of interest to [careers@visional.pro](mailto:careers@visional.pro).

Requisition # 21-009  
Availability Full Time  
Location Atlanta, Georgia, USA