



**Title:** Executive Vice President, Sales

**Location:** New York, NY

**Reports To:** President & COO

### **Executive Vice President, Sales**

Beers Enterprises, LLC (“The Switch”) founded in 1991, is the largest privately held video solutions service provider in North America, servicing live content contribution. The Switch is recognized as the industry leading pioneer of video solutions services through our innovative fiber optic network and currently provides advanced video switching and local fiber circuit services, scalable Ethernet, and *Home Runs* remote production via The Switch’s *Five Nines Service™ (FiveNines)* across the United States, United Kingdom, and Canada. Recent asset acquisitions have expanded our network reach to include terrestrial fiber and satellite to parts of Australia, Europe, New Zealand and Singapore. The Switch was recently granted a U.S. system patent for customer-controlled video data content delivery, the 2013 New Bay Media Product Innovation Award for SwitchIT™, and the 2012 Broadcast Engineering Excellence Award for Network Automation. With explosive growth in the technology sector, we offer a fast-paced and dynamic work environment with a focus on exceeding both individual and team expectations. Our customers demand “Unparalleled Quality” and *FiveNines* reliability from our network and it is our corporate responsibility to satisfy their expectations by continuing our expansion in services and network reach, while remaining cost effective. Learn more about us at: [www.theswitch.tv](http://www.theswitch.tv).

#### **Essential Functions**

- Define optimal sales force structure and manage the sales personnel, operations and resources to deliver profitable growth.
- Develop plans and strategies to expand business and achieve the company’s sales growth objectives.
- Provide detailed and accurate sales forecasting, compiling information and data related to customer and prospect interactions.
- Enforce infrastructure and systems to support the success of the sales function, drive desired sales outcomes, and identify improvements where and when required.
- Orchestrate and define sales staff compensation programs that motivate desired outcomes.
- Define and coordinate sales training programs that enable staff to achieve their potential and support company sales objectives.
- Build key customer relationships with existing and future customers. Manage key customer relationships and participate in closing strategic opportunities.
- Monitor customer, market and competitor activity and provide feedback to company leadership team and other company functions.
- Create a culture of success and high level of customer satisfaction.
- Manage and direct the sales structure for Company.



**Qualifications:**

- Bachelor's Degree required.
- 10+ years of executive-level sales management experience, with proven track record of success.
- Exceptional executive leadership, coaching & motivational skills.
- Excellent verbal, written and presentation skills with a commitment to collaborate with people.
- Ability to work well in a team environment with project staff, internal resources and management
- Excellent communication and presentation skills.
- Strong analytical and judgment skills, with the ability to make sound decisions.
- A successful history of meeting aggressive deadlines, utilizing sound management practices and tools.
- Ability to work well in a team environment with fellow sales people, internal resources and management.

**Schedule and Compensation:**

- Full Time
- Comprehensive Benefits Package
- Salary based on experience