



Sales Manager

Location: Dallas-Fort Worth, Texas, USA

Position: Full Time

November 5, 2024

About Flock Audio Inc.

Flock Audio is an innovative audio technology company specializing in high-quality analog and digital audio products. We are committed to transforming the audio industry by offering unique solutions for professionals, including sound engineers, musicians, and content creators. As part of our growth, we are looking for a driven and passionate Sales Manager to join our team and lead our sales efforts globally.

Position Summary

The Sales Manager will play a key role in expanding our market presence and driving revenue growth globally. This individual will lead and execute sales strategies, foster relationships with key clients and partners, and oversee regional sales operations. The ideal candidate is a dynamic sales professional with a deep understanding of the audio technology landscape, excellent communication skills, and a proven track record in sales management.

Key Responsibilities

- Develop and execute strategic sales plans to achieve company targets and objectives.
- Build and maintain strong, long-lasting customer relationships with audio professionals, distributors, and resellers.
- Identify new sales opportunities, cultivate leads, and convert prospects into customers.
- Conduct product demonstrations, presentations, and training sessions for clients.
- Collaborate with the marketing team to support lead generation and promotional efforts.
- Analyze market trends, customer needs, and competitor activities to inform sales strategies.
- Prepare sales forecasts, budget planning, and regular sales performance reports.
- Attend industry events, trade shows, and networking opportunities to represent Flock Audio Inc.
- Fluency in English (both written and oral skills)

Qualifications

- Bachelor's degree in business, Marketing, or a related field; equivalent experience considered.
- 5+ years of sales experience, with at least 2 years in a sales management role, ideally in the audio technology or related industry.
- Strong knowledge of professional audio technology and a passion for the industry.
- Excellent interpersonal, communication, and negotiation skills.
- Results-oriented with a proven track record of meeting or exceeding sales targets.
- Ability to work independently, as well as part of a collaborative team.
- Proficient in CRM software and Microsoft Office Suite.
- Willingness to travel and attend industry events.

Benefits

- Competitive salary and performance-based incentives
- Opportunities for career advancement in a growing company
- Flexible work environment with remote options

Application Process

If you are a motivated sales professional with a passion for audio technology, we'd love to hear from you. Please submit your resume and a cover letter detailing your relevant experience and why you're excited to join Flock Audio.

To Apply:

Please submit your resume, detailing relevant experience, and a brief cover letter to careers@flockaudio.com

