



## Account Executive

**Job Title:** Account Executive                      **Department:** Sales  
**Reports to:** General Manager                      **Effective Date:** TBD  
**Location:** Nashville

### About Vū Technologies

Vū is a state-of-the-art virtual studio network with stages certified for virtual production located across the country. Vū provides the studio, the technology, and the resources to make virtual production a seamless process, enabling all creatives to make more content, faster with more control over their filming environment, budget and timeline. With capabilities in the build-out of custom LED volume and LED wall solutions as well, Vū offers the ability for clients to rent or own the virtual production solution that best fits their needs.

### Overview

Vū is looking for an Account Executive to assist in studio rentals, specifically in the Nashville market. This position will report directly to Vū's General Manager of Nashville. Account Executive and GM will work hand-in-hand to identify potential clients and partners and work to build long-lasting client relationships that result in consistent new and repeat business.

### Responsibilities

- Meet required sales activity levels, including: contacting prospective customers by telephone, networking, lead generation, proposal submission and customer appointments.
- Implement sales plans that provide clearly defined strategies, tactics and timeframes to maximize performance. Provide comprehensive account plans to earn business from new and existing accounts.
- Provide accurate and detailed sales forecast of identified and proposed opportunities ensuring sales quota attainment.
- Prepare and present professional proposals that align with the customer's goals, critical success factors, and strategic vision.
- Must be able to provide an insight driven sales approach.
- Develop relationships with prospects, customers and internal resources. Understand the dynamics of an organization to align appropriately with key decision makers and decision influencers.
- Maintain CRM (HubSpot) for all contacts, prospects, clients and deals.
- Learn and maintain expert knowledge of Vū's products and services and how to effectively distinguish them from competitor offerings. Continue to train and develop knowledge of new technologies and selling points.
- Identify and attend appropriate community events with the goal of growing prospect lists.



## **Job Requirements, Skills and Qualifications**

- Minimum of three to five years of business to business outside sales experience required with direct, personal communication with prospective customers.
- Experience in the Media and Entertainment field is *not* required, but the appropriate candidate will demonstrate a willingness to learn about the industry and be able to speak with potential customers about specific industry news and trends.
- Proven ability to access needs, select appropriate products/services and articulate a value proposition to meet those needs.
- Call Center Sales experience is valued but not required.
- Excellent communication and presentation skills with the ability to articulate a ROI analysis.
- Great debating skills – must be an expert in persuasion.
- A strong sense of personal accountability, consistency, and discipline.
- Expert PowerPoint skills.
- CRM prowess. Experience in HubSpot is preferred but not required.
- Enjoy working in a fast-paced, team environment.

Vu Technologies provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws.

For additional information, visit our website at [www.vustudio.com](http://www.vustudio.com).

Vu offers the following Benefits to its employees:

- 401(k) matching
- Dental insurance
- Health insurance
- Vision insurance
- Paid time off