

Architectural Visualization Sales and Marketing in Dallas

A2 Visualization

A2 Visualization is an architectural visualization and animation firm founded in 2006. Inspired by the idea “Turning your ideas into reality”, we are catering highest quality visualizing products to architectural clients all around the world.

We are seeking an **Architectural Visualization Sales and Marketing** for the **Dallas Office**. **Available as full-time, part-time position as well as various work from home opportunities.**

Primary Responsibilities

- Builds an ongoing relationship with architects, architecture firms and Real Estate Agency.
- Maintains current awareness of all A2 Visualization services; promotes new services and keeps client informed of promotions, special offers, and incentive opportunities.
- Acting as a contact between a company and its existing and potential markets.
- Listening to client requirements and presenting appropriately to make a sale.
- Maintaining and developing relationships with existing client in person and via telephone calls and emails.
- Cold calling to arrange meetings with potential customers to prospect for new business; Responding to incoming email and phone enquiries
- Explain and demonstrate services to clients, which may involve providing technical descriptions of services and how they may be used quote and negotiate prices and credit terms
- Negotiating the terms of an agreement and closing sales; negotiating on price, costs, delivery and specifications with buyers and managers; challenging any objections with a view to getting the customer to buy;
- Reviewing your own sales performance, aiming to meet or exceed targets;

Education and Experience

- Required Bachelor's degree in architecture, marketing, communications, or journalism preferred.
- Minimum one year of experience selling to architects, architecture firms and Real Estate Agency highly preferred.

Knowledge, Skills & Abilities

- Professional selling skills are critical.
- Proven ability to exercise persuasion, effective verbal and written communication skills
- Capacity to understand architectural and related fields.
- Capacity to be an effective consultant to client.
- Proven ability to be a self-starter and driven to succeed in assigned territory.
- Proficiency in Microsoft Office
- Detail-oriented, pro-active and hard-working with good people skills.
- Project management skill preferred
- Other helpful skills include graphic design/layout.

Total Compensation

- **A2 Visualization** offers a competitive compensation and vacation/holiday package as well as a comprehensive benefits program including Medical, Dental, Vision, Life/AD&D/LTD insurance, 401k and Medical & Dependent Care Spending Accounts.

A2 Visualization is an *Equal Employment Opportunity Employer*.

Interested candidates are invited to send Application letter, CV in English to lee@a2viz.com or contact our office at: 1910 Pacific Ave, Suite 17000, Dallas, Texas 75201.

For more information, please visit our website: www.a2viz.com

No calls or agencies please.