



Job Title: AV Sales
Location: Historic Hollywood Location, with travel to Venice and Downtown LA locations as needed
Terms: Full-Time, Salaried
Salary: \$70,000–\$80,000 annually, plus benefits (health insurance and paid time off)

About Us:

At Pacific Event Services (PES), we're proud to be small enough to care, big enough to handle it all. As an alternative to traditional in-house A/V providers, we believe in delivering high-touch, immersive experiences that go far beyond basic rental services. Our team values transparency, collaboration, and creativity—ensuring every event we support is elevated, memorable, and expertly executed.

The Role:

We are seeking an AV Salesperson to lead the technical execution of events in close partnership with one of our clients and their sales team. This role is ideal for an experienced, solutions-focused A/V professional who thrives in dynamic environments and is passionate about creating seamless, high-impact event experiences.

The AV Salesperson will coordinate all aspects of A/V delivery—staffing, equipment procurement, and on-site execution—to ensure alignment with client expectations. This role requires both strong technical acumen and professional communication, with responsibilities spanning pre-production through show day..

Responsible:

- Collaborate with in-house Sales team on client calls to assess A/V needs and develop appropriate solutions
- Create accurate equipment lists and cost estimates to support sales proposals
- Utilize both PES and the in-house platforms to document and track event specifications
- Source additional gear from third-party vendors when necessary
- Hire and schedule technical staff to fulfill event requirements
- Attend weekly meetings with both PES and the in-house teams
- Serve as on-site technical lead or fill in on key roles as needed during events

Candidate Requirements:

- Strong working knowledge of audio, video, and lighting systems
- Proven experience managing teams and coordinating production logistics
- Must maintain a professional appearance and demeanor at all times
- Flexible availability, including evenings and weekends, based on event schedule
- Ability to travel and work across all a handful of locations across Southern California

Join a team that values integrity, excellence, and innovation in every event we produce. If you're ready to take ownership of high-profile productions and bring world-class experiences to life, we'd love to hear from you.