



## Experienced AV Systems Designer

**Area:** Greater London / Central London  
**Office Location:** Old Street  
**Contract:** Full time, permanent  
**Salary:** £40,000 - £47,000 DOE + Overtime

### About us:

Crossover is one of the UK's leading AV Systems Integrators. Based in Central London, we design, supply, and install a very wide range of high-end audio & audiovisual systems for clients across many different industries. High-profile projects include AV and audio system installs for the BBC, Serco, Monzo, the NHS, TripAdvisor, Ferrari, Lush, Barry's Bootcamp, and Rolls Royce to name a few.

As a company we are dynamic, and we're thriving thanks to our attention-to-detail and focus on getting the job done perfectly with a genuinely caring attitude at every stage, meaning that most of our clients are repeat or come from referrals. We were chosen as 'Breakthrough Company of the Year' Finalist in the 2017 AV Awards, but have come a long way since then!

As a team we are hard-working and take pride in our highly collaborative attitude, fostering a supportive, close-knit team with no egos and no 'blame culture'. We invest very heavily in the personal and professional development of each and every member of our team – this is at the centre of our ethos, and having one of the team who only joined us a year previously in a junior role be selected as the AV Awards 'Rising Star' is one of many testaments to that.

### About the Role:

Working as an Audiovisual (AV) Systems Designer you will be designing and consulting on a range of commercial AV projects, using your extensive product knowledge to select the most suitable equipment on the market, in order to meet a brief with effective and commercially viable solutions.

You will primarily be responsible for understanding client requirements, and turning those into functional AV systems which are a pleasure to use. You will also be responsible for sharing all the details of your designs to our installation teams, in order that they can carry out a smooth and high-quality installation, with you serving as the main technical voice whenever questions come up.

The role will bring the chance to design large scale and innovative AV projects for high-profile spaces in Central London and the rest of the UK. Some of our recent work includes projects for the BBC, NHS training facilities, HQs for multinational corporations, some of the world's finest showrooms, state of the art sports facilities, highly flexible conference centres, well known events spaces, award-winning

flagship retail spaces on Oxford Street, the whole of the outdoor PA systems for huge sprawling retail villages, corporate video studios, and high quality live music venues.

As part of the design process you would be investigating state-of-the-art AV technology and thinking creatively to solve technical challenges with innovative, and often pioneering, approaches.

### **The requirements of the role**

- Proactively manage design pipeline and own your workflow
- Have client meetings to understand the real needs behind their requests
- Develop functional systems which consider the clients' spoken and unspoken needs
- Develop system schematics
- Develop BOM and accurate pricing documents
- Develop client proposals
- Manage admin processes to deal with approved projects, including hand-over to admin teams and installation teams
- Work with our Project Engineering Team (who do the bulk of the work to make the final schematics, drawings elevations, cable schedules), to provide initial draft versions; and check their output. Supplement work on project documentation if required.
- Develop scope of works documents / explain these during Design Handover Meetings
- Ability to carry out site surveys
- Maintain up to date industry knowledge
- Liaising with manufacturer product specialists
- Review of proposal documents, which outline and sell the AV systems you have designed
- Working closely with Project Managers and the Installation Manager so that they can effectively plan for installation works.
- Communicating useful product information to the rest of the Design Team.
- Attending training courses & trade exhibitions

### **What it takes to flourish in the role**

- Complete ownership of projects and teamwork - assume full responsibility for all aspects of design jobs and be willing to work to solve any issues that arise, including those that may seem "not my problem"
- Good communication skills both internally and externally, including frequent comms and reliable following through - not leaving loose ends
- Obsessive attention to detail - never failing to capitalise the right words, or spot slight imperfections/inconsistencies
- Proactive, 'can-do' attitude - being able to see past any problems which may seem like roadblocks and find solutions
- Ability to follow standard protocols, as well as thinking critically and knowing when to use their own judgement to discern whether ignoring the protocol might be the best solution
- Openness to continuous learning, and ability to see different viewpoints

## **Technical requirements**

This role involves a deep technical understanding of how different AV devices are connected and interfaced within larger integrated systems. Those systems could include QSYS / Crestron / Extron control, switching and transmission; videoconferencing systems (Polycom, Logitech etc), audio DSP, streaming, digital signage, projection and audio systems.

## **About you and what you will need:**

- Based within London Zones 1 – 6
- Deeply interested in the world of audio and audiovisual systems, technologies and equipment
- As happy and comfortable working alone for a whole day, as working closely with others
- A minimum of 3 years of experience in an AV Systems Design / Consultancy role. (Previous experience in designing systems for any of the following sectors would be highly advantageous; conference centres and events spaces, leisure and fitness venues, commercial offices and boardrooms, retail environments and showrooms.)
- Full UK working rights
- Ability to use AutoCAD is desirable

## **Career development:**

There is scope within the business to develop as per your strengths and interests. We are a dynamic, energised company whose Directors genuinely believe in helping each and every member of the team to fulfil their potential and will support you to grow with the business.

## **We offer:**

- Company laptop, mobile phone and all relevant tools & equipment
- Hybrid working – on average 2 days a week from home if preferred.
- Day off for your birthday
- 20 days annual leave + bank holidays
- Statutory pension
- Bike to work scheme
- Regular nights out with the team

## **How to apply:**

Please send a copy of your CV to [recruitment@crossover-av.com](mailto:recruitment@crossover-av.com) with a short covering letter.