



PREDICTABLE IS PREVENTABLE®

Job Title:	Business Development Executive	Job Category:	Regular
Department:	Business Development	Exempt/Non-exempt:	Exempt
Location:	National/Telecommute	Travel Required:	60%
Position Type:	Full time	Level of Job:	
Reports To:	VP, Business Development		
Summary of Role:			
<p>The Business Development Executive is responsible for achieving sales targets by developing, building and strengthening long-term relationships with key clients and business partners in the public safety and risk management industry.</p> <p>Drive regional business opportunities by identifying key contacts and organizations, assessing needs, negotiating price and contract terms, and closing new business. Incumbent will work closely with the sales and marketing team to open new markets and expand existing markets.</p>			
Job Description:			
<p>ROLES AND RESPONSIBILITIES:</p> <ul style="list-style-type: none">• Design and deploy a Market Development Plan (State Playbook) that provides business development strategies, objectives, goals, resources, & timing required to drive demand in new and existing markets.• Build and expand strategic business relationships with key stakeholders, including risk management associations, public safety organizations, accreditation & training bodies and government leaders with to build awareness, create 'revenue enablement's', and enhance customer retention within the market. Maintain support through the life of state program.• Develop and negotiate contract terms and close deals with key stakeholders to drive new markets and to achieve revenue targets.• Organize and present detailed business reviews both internally with leadership and externally with customers and partners• Gather and disseminate current and predictive market intelligence, presenting to all internal customers and leaders to maximize and capture additional market share.• Drive architecture of prospect pipeline in Salesforce, daily. Including updates and corrections.• Steward the Lexipol Brand into sales meetings, industry branding and trade journals.• Drive commitment and quality into all BD processes, procedures and charter.			
<p>QUALIFICATIONS:</p> <ul style="list-style-type: none">• Proven track record exceeding sales goals and targets.• Excellent interpersonal and sales presentation skills with demonstrated success in establishing rapport and long-lasting business relationships.• Demonstrated success in influencing, persuading and gaining the confidence of prospects and clients. Exceptional verbal and written communication skills.• Demonstrated ability to work in a fast-paced, self-directed entrepreneurial environment.• Thorough understanding of risk management principles and current issues, trends, legal decisions and legislation in the public safety sector is preferred.• Proficient with Microsoft Office Suite applications and CRM software			
<p>EDUCATION AND EXPERIENCE:</p> <ul style="list-style-type: none">• Bachelor's degree in Business, Engineering, Marketing, or commensurate experience.• Minimum 7 years of relevant SaaS B2B, B2C and/or government sales experience.			



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Duties listed are not intended to be exhaustive or exclusive; other duties may be assigned. Lexipol retains the discretion to add to or change the duties of this position at any time.

KEY PERFORMANCE INDICATORS:

- Achieve State/Territory Revenue to Sales Targets
- Saturation Rate % (# of customers/available market)
- Partner Funding Contribution % to Overall Revenue

COMPENSATION AND BENEFITS:

Lexipol offers a competitive salary and commission plan, comprehensive benefits package including 401(k) with Company match and paid time off.

**For consideration, please email your resume, cover letter with
Hourly pay rate expectations to hr@lexipol.com**

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