



PREDICTABLE IS PREVENTABLE®

Job Title:	Senior Account Executive (Inside Sales)	Job Category:	Regular
Department:	Sales	Exempt/Non-exempt:	Non-exempt
Location:	National/Remote	Travel Required:	10-20%
Position Type:	Full time	Level of Job:	
Reports To:	Vice President of Sales		
Summary of Role:			
The Senior Account Executive's primary responsibilities include prospecting, qualifying, selling and closing new business to existing and new customers. The Account Executive provides extensive knowledge of Lexipol products to the Customer engagement; uses all resources to solve customer problems with appropriate Lexipol products.			
Job Description			
ROLES AND RESPONSIBILITIES:			
<ul style="list-style-type: none">• Annual Revenue - Achieve / exceed quota targets.• Develop effective and specific account plans to ensure revenue target delivery and sustainable growth.• Develop relationships in new and existing customers and leverage to drive strategy through organization.• Establish strong relationships based on knowledge of customer requirements and commitment to value (value of counsel and expertise, value of solutions, value of implementation expertise).• Actively understand each customer's technology footprint, strategic growth plans, technology strategy.• Review public information (e.g. new executive appointments, earnings statements, press releases) for the company and its competitors to remain updated on key industry trends and issues impacting the prospect.• Lead designated territory, including accounts, account relationships, prospect profiling, and sales cycles.• Develop and deliver comprehensive business plans to address customer and prospects priorities and pain points. Utilize VE, benchmarking and ROI data to support the customer's decision process.• Follow a disciplined approach to maintaining a rolling pipeline. Keep pipeline current and moving up the curve.• Leverage support within organizations including Marketing, Partners and channels to funnel pipeline.• Understand competition and effectively position solutions against them.• Maintain CRM system with accurate customer and pipeline information.			
QUALIFICATIONS:			
<ul style="list-style-type: none">• Demonstrate success with large transactions and lengthy sales campaigns.• Consistent track record meeting assigned sales targets in a territory management role.• Exceptional communication skills. Excellent presentation and telephone sales skills.• Success in influencing, persuading and gaining the confidence of prospects and clients.• Ability to understand current issues, trends, legal decisions and legislation in the public safety sector.• Proven organization and time-management skills.• Demonstrated commitment to quality improvement in processes, procedures and individual tasks.• Proficient with Microsoft Office Suite applications and CRM.			



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EDUCATION AND EXPERIENCE:

- Bachelor's Degree or commensurate work experience.
- Minimum of five years' experience sales experience selling products to law enforcement, fire departments, correctional or similar agencies.
- Proven track record with minimum three years of relevant inside sales experience preferred.

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

KEY PERFORMANCE INDICATORS:

- Achieve State/Territory Revenue to Plan

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**

Lexipol is an Equal Opportunity Employer. Visit us at www.lexipol.com