



PREDICTABLE IS PREVENTABLE®

Job Title:	Lead Development Representative	Location:	Remote or Frisco, TX
Department:	Sales	Position Type:	Full-time

SUMMARY OF ROLE

Lead Development Representatives provide direct support to the Senior Account Executives in the ongoing development of prospective customers to ensure that the department meets its growth targets.

JOB DESCRIPTION

ROLE AND RESPONSIBILITIES:

- Meet and exceed opportunity identification targets in assigned territory
- Identify relationships with decision makers and influencers in the Law Enforcement, Fire and Custody agencies within your assigned territory
- Drive new opportunity identification by leveraging outbound sales plays, prospecting activities and acting as the front end of the sales funnel for all inbound leads
- Using a specific set of criteria, uncover and nurture market qualified leads for the broader Lexipol team (establish authority, budget, need, timing).
- Demonstrate sales leadership and territory management including weekly cadence reviews with your Manager
- Collaborate with other teams within Lexipol (Marketing, Sales Account Executives and Business Development Executives) to tailor sales plays and prospecting efforts within their assigned territories
- Leverage digital and social tools to reach new clients and contacts, using the CRM system to enter qualified sales leads, new contacts and longer- term opportunity prospects to be nurtured

EDUCATION AND EXPERIENCE:

- Bachelor's Degree or commensurate related work experience
- Minimum of 2 years in sales, sales support, or lead development role.
- Previous sales experience and proven track record of sales success; preferably in any e911 or eLearning capacity
- Highly developed telephone prospecting skills, self-motivated and proven success working remotely and autonomously
- Strong communication and attention to detail with CRM notes and submissions
- Creative, entrepreneurial with proven problem-solving skills
Ability to manage multiple tasks and priorities in a fast-paced environment

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 annual pay rate expectations to hr@lexipol.com

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