



Join our growing team as a Sales Account Executive

Enjoy working with a talented sales team who have a passion for Public Safety? Like the camaraderie of working with a fun talented team? Are you motivated to be successful working from a home office?

The Senior Account Executive's primary responsibilities include prospecting, qualifying, selling and closing new business to existing and new customers. Must be based in the Southeast.

KEY RESPONSIBILITIES:

- ★ 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.
- ★ 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).
- ★ 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.
- ★ 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:

- ★ 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.
- ★ Proficient with Microsoft Office Suite applications and CRM.

EDUCATION AND EXPERIENCE:

- ★ Bachelor degree or commensurate related work experience.
- ★ Minimum of 5 years sales experience selling products to law enforcement, fire departments, correctional or similar sectors.
- ★ Minimum of 3 years inside sales experience preferred.

COMPENSATION AND BENEFITS: Lexipol offers a fun work environment, competitive salary and annual bonus, comprehensive benefits including 401(k) with Company match.

For consideration, please email your resume, cover letter with salary expectations to hr@lexipol.com. Subject Line: Sales Account Executive

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