



<b>Job Title:</b>	Lead Development Representative	<b>Location:</b>	Frisco, TX
<b>Department:</b>	Sales	<b>Position Type:</b>	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).
- 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 salesforce.com 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.
- Highly developed telephone prospecting skills, self-motivated and proven success working remotely and autonomously.
- Strong communication and attention to detail with salesforce.com 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 [salescareers@lexipol.com](mailto:salescareers@lexipol.com)**

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