

***Enjoy working with a talented sales team who have a passion for Public Safety?
Ready to reduce the amount of time you are spending traveling for work?***

The Senior Account Executive's primary responsibilities include prospecting, qualifying, selling and closing business to new customers. This position will be based in our growing Frisco, TX office near the Tollway and Highway 121.

ROLE AND RESPONSIBILITIES:

- Annual Revenue - Achieve / exceed quota targets
- Develop effective and specific territory account plans to ensure revenue target delivery
- Develop relationships in new 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)
- Develop and deliver comprehensive business plans to 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 salesforce.com system with accurate customer and pipeline information

QUALIFICATIONS:

- Demonstrate success with multiple 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 salesforce.com

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 SaaS sales experience preferred

COMPENSATION AND BENEFITS:

Lexipol offers a competitive base pay with monthly sales incentive potential, comprehensive benefits package including 401(k) with Company match and paid time off.

For consideration, please email your resume, cover letter with total compensation expectations to salescareers@lexipol.com.

Lexipol is an Equal Opportunity Employer.