

Sales Director

Traits & Experience

- Excellent oral and written communication skills
- Solid collaborator, Teamwork Orientated, willing to work with other key contributors within Ci to establish and recommend the most realistic goals for the company.
- Business Acumen
- Can be a Motivator for Sales Team
- 6-15 years successful experience in outside sales, at ease with cold calling
- This role could be the lead for networking with Harris and their dealers in the S.E.
- Personal Effectiveness/Credibility
- Face/Voice of Ci-Spokesperson for the Company, and one of the Key Liaisons with Harris
- Strong Negotiating Capability-Proven examples of awards
- Demonstrates Initiative
- This role must be very comfortable with public speaking and presentations at all levels
- Results driven
- 3-5 years management experience in Land Mobile Radio

CORE FUNCTIONS:

- Lead and participate in developing new relationships to maximize sales territory and meet corporate objectives.
- Establishes confidence with team members to select, mentor, coach, appraise and train Account Development Staff.
- Collects data and develops action plans for Sales Staff.
- Responsible for developing new opportunities in new territories
- Skilled at negotiating supplier costs to maximize margin
- Has direct contact with people of all levels, both internally and externally
- Works closely with the business unit managers when responding to a request for proposal (RFP) to inform them of market conditions, pricing issues and the current competition on the program.
- Makes presentations to various groups within the customer's organization when needed.
- Acts as technical representative to the customer during the initial contact. Attends trade shows along with different conferences, both educational and customer oriented.
- Interprets short- and long-term effects on territory growth strategies in specific areas.

DETAILS OF FUNCTION:

- Develop new business and perform sales activities on major accounts and negotiates pricing and discounts.
- Manages personnel and develops productive team.
- Accurately forecasts annual, quarterly and monthly Bookings.
- Develops specific plans to ensure revenue growth in all the company's identified growth territories.
- Coordinates proper company resources to ensure efficient and stable results.
- Formulates and demonstrates good development practices and procedures.
- Assists sales personnel in establishing personal contact and rapport with key decision-makers.
- Interprets short- and long-term effects on territory growth strategies in specific areas.

REPORTING:

Reports directly to President of Sales & Service

QUALIFICATIONS:

At least 6-15 years of field sales experience. Bachelor's degree or equivalent experience. 5 plus years of sales experience in Public Safety. Problem-solving and analytical skills to interpret sales performance and market trend information. Proven ability in developing new business as well as motivating and leading sales teams. Experience in developing marketing and sales strategies.

Travel This position requires up to 50% travel. Frequently travel is outside the local area and overnight.

Location This position resides in Vero Beach Florida