

Ci Regional Sales Manager

Job Description

Ci offers a competitive base salary, uncapped commission plan, and a company vehicle with all vehicle expenses covered (insurance, maintenance and fuel). Our comprehensive benefits package includes:

- **Company-paid medical insurance**
- **ESOP (Employee Stock Ownership Plan)**
- **401(k) with company match**
- **Company-paid life insurance**
- **Paid holidays and competitive PTO**
- **Tuition Reimbursement**
- **Short-Term & Long-Term Disability**
- **Vision Insurance**
- **and more**

Why Join Ci?

Communications International (Ci) is one of the Southeast's largest providers of mission-critical communications, security, networking and managed services. As an employee-owned company, every eligible employee becomes an owner through our ESOP program.

Our sales team represents industry-leading technologies including:

- Land Mobile Radio
- Video Surveillance
- Access Control
- B&I
- Networking
- Managed Services
- Dispatch & Command Center Solutions
- IBW

This position offers an opportunity to develop long-term customer relationships while selling a complete portfolio of integrated technology solutions.

Overview

The Regional Sales Manager is responsible for driving profitable growth by developing new business and expanding existing customer relationships throughout the assigned territory. Success in this role requires identifying customer challenges, developing consultative technology solutions, coordinating internal resources, and consistently achieving sales objectives. This is an individual contributor position.

Purpose

The Regional Sales Manager is Ci's ambassador to the region and is responsible for developing relationships, sales growth and performance in the assigned territory and accounts. Residing within the assigned territory, the Regional Sales Manager builds relationships with the buying influences to achieve a comprehensive knowledge of the market's needs.

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Position Responsibilities

- Direct business development of Ci solutions and services within the assigned territory.
- Develop and execute a comprehensive plan for the assigned territory focusing on new and existing customers that use the entire Ci integrated solutions portfolio.
- Assemble and coordinates necessary internal and external recourses to assess Client needs and address their requirements.
- Develop strong relationships with key influencers and decision makers within assigned territory, from technicians and users to administrators and elected officials.
- Provide accurate and up to date sales pipeline forecasts utilizing Ci's CRM tool to achieve sales targets.
- Maintain accurate records of all relevant activities in Ci's CRM tool.
- Champions' efforts for customer proposals and win strategies.
- Continually enhances business development skills, product knowledge and account knowledge.
- Attending local conferences, trade shows and seminars to represent Ci providing market information back to the company.
- Works in harmony with Ci's strategic business partners.
- Ability to effectively communicate specific product information, pricing information, and marketing concepts to potential customers.
- Reports actions as required by management on continuing efforts to build relationships and develop new business.

Qualifications

- Requires at least five (5) years successful Business Development experience, preferably in either communications or IT industries with diverse experience in key technologies.
- Demonstrated ability to meet or exceed quota.
- Able to lead a team to a successful outcome in complex sales pursuits.
- Effective communicator, specifically written, oral and presentations.
- Ability to represent the company at all levels within an organization, from end user to the Executive level.
- Experience selling across multiple verticals such as Public Safety, Business & Industry, Education and Healthcare Markets is highly preferred.
- This position requires up to 50% travel, a clean driving record and a valid driver's license.
- Ability to be self-motivated is a necessity.

Pre-employment background check and Drug Screen required.