



*Law Enforcement Real-Time Information Sharing,
Communication and Data Interoperability Network*

Brandon-COPsync LLC • 222 Rosewood Drive Suite 810 Danvers, MA 01923 • (888)702-6776

Position Title: District Sales Manager

Job Description:

Brandon COPsync is presently seeking District Sales Manager (DSM) applicants to staff selected territories and regions throughout the United States. The ideal candidate has previous law enforcement experience as well as sales experience selling to federal, state and municipal agencies and/or educational institutions (SaaS sales experience also a plus). This position will require extensive structured travel, primarily within the assigned geographic location and will report to the National Sales Director. Primary responsibilities will be to present our solution to and develop relationships with law enforcement agencies and educational/private institutions throughout your respective region. Provide superior customer service to clients by making regular sales calls to develop relationships with new and existing customers. You must have prior success in selling technical solutions to end-users in a highly competitive market, possess character skills of being a hard-working self-starter who can sell independently without supervision, be held accountable to your goals, have excellent communication skills, and manage all of the details throughout the entire sales process.

- Meet established sales quotas and revenue goals.
- Fulfill daily and weekly reporting requirements regarding customer calls and site visits.
- Attend scheduled industry-related tradeshows.
- Responsible for safekeeping and maintaining all company supplied equipment and materials.
- Perform other job-related duties and responsibilities as may be assigned.

Job Requirements:

- Age 25+
- Associates Degree or relevant experience
- Experience with law enforcement (either previous law enforcement officer or have a history in working with law enforcement) or like experience with educational institutions
- Sales experience (prefer software or computer hardware)
- Able to demonstrate and complete sales process from cold call through closing as well as manage installation, training and implementation.
- Ability to determine key points of contact and secure demonstration opportunities at all levels of law enforcement agencies
- Strong aptitude with computers and computer software
- Ability to effectively communicate and present key product features in a simplistic and succinct manner while explaining technical requirements as needed
- Provide sales forecasts and updates
- Ability to work independently, without on-location supervision
- Has demonstrated a life of integrity and pursuit of personal excellence
- "Whatever it takes" attitude
- Must live within the assigned region; be capable of working from a home office, and able to travel extensively
- Able to close business

Benefits:

- Competitive base salary plus commission structure.
- Expense reimbursement
- Full family medical, dental, vision

Contact Information:

EMAIL RESUMES ONLY - NO PHONE CALLS!

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