



<b>JOB TITLE</b>	Security Sales Manager – Executive Protection
<b>LOCATION</b>	United States (Work from Home)
<b>EMPLOYMENT</b>	Permanent

**DESCRIPTION OF FUNCTION**

The Security Sales Manager is responsible for developing business and meeting sales plan revenue goals for the Security domestic marketplace. This plan will be built with the Chief Commercial Officer but ultimate development and delivery is owned by the Sales Manager.

- JOB RESPONSIBILITIES & DUTIES**
- Present and sell products and services to current and potential clients.
  - Prepare action plans and schedules to identify specific targets and to project the number of contacts to be made.
  - Prospect, identify and qualify new sales opportunities.
  - Establish and maintain current client and potential client relationships. Prepare a variety of status reports, including sales pipeline, activities, revenue projections.
  - Prepare presentations, proposals and sales contracts, as assigned.
  - Perform onsite and web product demonstrations.
  - Communicate new product and service opportunities, special developments, information, or feedback gathered through field activity to appropriate company staff.
  - Coordinate cross departmental resources to assist with customer requests.
  - Work in conjunction with other department resources including consultants.
  - Work with corporate partners to identify sales opportunities.
  - Organize resources and perform onsite client visits.
  - Attend industry trade shows.
  - Other duties as required.

- CAPABILITY PROFILE; KNOWLEDGE, SKILLS AND EXPERIENCE**
- Desired Skills and Experience -**
- Minimum of 5 years sales and/or business development experience in Security, Executive Protection and Travel Management.
  - 4-year college degree preferred, degree in business, marketing, or related field.
  - Experience and proven track record of selling in a complex sale environment; consultative and strategic selling experience preferred.
  - Proven track record of meeting and exceeding sales quotas.
  - Builds and maintains effective internal and external working relationships.
  - Demonstrate you're a self-starter, can work independently, effectively manage time, sets priorities and meets target goals; previous remote working experience preferred.
  - Works with a sense of urgency and has the ability to multi-task.
  - Willingness to work irregular hours to assure effective communications with the Headquarters.
  - Ability to record all sales activities accurately and consistently in the customer relationship management (CRM) system.

**Computer Skills -**

- Proficiency in Salesforce, Microsoft Office applications, and general computer & technology literacy.

**Required Knowledge, Skills and Abilities -**

- Outstanding sales skills to include presentation skills, both verbal and written communication skills.
- Ability to balance results with other business considerations.
- Advanced level of sales technologies to include conceptual, strategic, and product selling ability.
- Knowledge and experience working with a data base CRM platform (i.e. Gold Strike, SalesForce, Netsuite, etc.).
- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists.
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form.