

Government Sales Representative

We are seeking a Government Sales Representative who will be responsible for selling speech-enabled multi-modal solutions to State and Local Government transit agencies.

Responsibilities

- Price, Propose and close large customer solutions
- Assist with prioritization of targeted accounts and the qualifications of projects in non-targeted accounts
- Develop and maintain a database of account profiles
- Maintain and/or exceed annual quota requirements

Required Skills

- High personal integrity
- Strong leadership skills
- Three to five years of successful sales experience
- Technical aptitude
- General business acumen
- Opportunity Sensing
- Creative Thinking
- Excellent presentation skills