



Title: Regional Sales Director – State and Local Government

Company

LogicTree is a fast-growing technology company and the leading provider of innovative traveler information solutions for state and local governments. Our customers are public transit agencies and state departments of transportation. LogicTree's transit and 511 products provide travelers with easy and intuitive access to transit and traffic information by voice, SMS, email or the web. Our products are sold directly and through a network of OEM partners. Major transit customers include WMATA (Washington, DC), SEPTA (Philadelphia, PA), LA Metro (Los Angeles, CA), RTD (Denver, CO) and RPTA (Phoenix, AZ) and the 511 systems in Florida, Southern California, Northern California (SF Bay Area), Wisconsin, South Carolina, and Alaska.

Position: Southern Region

Reporting to the SVP – Sales Marketing, the RSD is responsible for all Southern Region sales. The RSD will be the primary manager of LogicTree's statewide relationship with the Florida Department of Transportation, sell directly to major transit agencies in the region, and support the direct sales efforts of OEM partners.

Responsibilities include the development of new business with public transit agencies and regional transportation authorities, expanding relationships with existing customers including state DOTs, and managing relationships with OEM resale partners that package and resell LogicTree products to their customers. The RSD will identify new opportunities, set account strategy, coordinate internal and external resources, create proposals and close business. The RSD will interact regularly with transit agency CEOs, CIOs, Directors of Customer Service, senior DOT traffic operations managers, and OEM resale partner sales management.

Qualifications

The successful candidate has ten or more years of experience presenting, selling and negotiating technology solutions engagements with senior executives of public transit agencies, a proven track record of public sector sales, channel management experience, and an understanding of the public sector acquisition cycles and buying influences. An undergraduate degree is required. The position is based in the Southeastern U.S.

Compensation

Highly Competitive Base + Commission/Bonus