

# WE'RE HIRING!



## Regional Sales Manager - Southwest

Dominion Voting is searching for a highly-motivated **Regional Sales Manager** to join our team in the Southwestern United States. The Regional Sales Manager is responsible for long term sales (3-5 years) of the company's election products and services in a specified geographic region to governmental agencies. This position uses technical, organizational and customer knowledge to influence customers and assist them in applying the products and services to their needs, resulting in revenue generation. In addition, the position provides input and participates in the marketing, planning and development of products and services.

### Responsibilities

- Determine market strategies and goals for each product and service.
- Research and develop potential customer lists for your assigned territory.
- Develops relationships with existing customers to sell election services and new products.
- Provide feedback to the company in determining customer needs.
- Establish and maintain industry contacts that lead to sales.
- Develop and deliver technical sales presentations and demonstrations.
- Close sales by developing marketing proposals for customers on technical products and services.
- Make regular sales calls and in-person visits to develop relationships.
- Participate in sales forecasting and planning by developing and maintaining long and short range plans.
- Develop and maintain communications in a cooperative and professional manner with staff and customers.

### Qualifications

- Bachelor's Degree in Business or related area.
- 5+ years of experience in a sales position selling software/hardware products and/or services.
- Proven ability to sell to highly-influential people; i.e. government officials, C-level execs, etc.
- Experience in the elections / voting systems industry is preferred, but not required.
- Outstanding verbal and written communication skills along with excellent presentation skills.
- Strong interpersonal skills and ability to build long-lasting business relationships.
- Exceptional organizational skills to include attention-to-detail, accuracy, multi-tasking and time management.
- Full understanding of the sales process from identifying prospects, qualifying customers and closing the sale.
- Knowledge and understanding of computer technology, both hardware and software.
- Ability to analyze problems and identify potential solutions and preventive measures.
- Ability to travel domestically and internationally up to 50% of the time.

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