

## Outside Sales (Business Development) Representative/ Manager

The GRIDSMART System actuates intersections and gathers important traffic data to adjust signal timing and traffic flow strategies. GRIDSMART enables real-time remote monitoring and visual assessment.

GRIDSMART was founded and operates today on three core values:

Simple. Flexible. Transparent.

- We began with these values.
- We operate today with these values.
- We commit ourselves, daily, to engineer and manufacture innovative products based on these values.

### Summary

The Outside Sales Representative is responsible for selling GRIDSMART through the achievement of sales quotas. The Outside Sales Representative/ Manager will reach his or her business targets through effective management of designated territories and physical visits to customer sites. This individual will also develop ongoing, profitable relationships with customers and continually maintain a professional image of the company. Integrity, passion, and in-person presentational skills are essential for this role.

### Job Duties

- Conduct a minimum of 10 - 12 sales presentations and demos per week of travel by physical visits to customer locations with a minimum of two weeks of travel per month.
- Perform effective professional presentations or demonstrations of company product(s)/service(s) while on-site
- Penetrate all targeted accounts and radiate sales from within client base by direct customer visits or through distribution network.
- Effectively sell the benefits and value of GRIDSMART.
- Emphasize product/service features and benefits, quote prices, discuss credit terms, and prepare sales order forms and/or reports
- Build and foster a network of contractors and referrers to create new opportunities for revenue growth. Actively participate in customer relationships and manage distributors
- Generate and develop new customer accounts to increase revenue, by cold-calling if necessary
- If needed, secure prospect names and contact information
- Always maintain professionalism, tact, diplomacy, and sensitivity to portray the company in a positive manner
- Actively manage call schedule to adequately cover assigned territory in a time-efficient manner
- Use customer and prospect data from applicable sales management software tools to maximize sales efficiency and effectiveness
- Maintain accurate and timely records, including sales call reports, expense reimbursement forms, billing invoices, and other documentation; maintain sales information in the CRM system at least weekly
- Assist in creating RFP responses to potential clients, follow up on all bids through to closure
- Detect and effectively communicate competitor activities, market conditions and account intelligence to company executives
- Request sales assistance from executives where needed
- This territory is Arizona, Colorado, New Mexico, Nevada, Kansas, Wyoming, Montana, and Utah.

## Requirements

- Ideally 5+ years in a sales or business development role selling to municipal and local government traffic /transportation departments. Will consider less experience and/or experience outside of the target industry if candidate shows exceptional sales ability and experience in outside sales development and territory development and management.
- Strongly motivated by performance-based compensation
- Must be willing to travel up to 4 nights per week, if needed. Some travel within defined territory may be close to home and thus not require overnight travel.
- Prefer a bachelor college degree in a field relevant to traffic monitoring, but college degree not required. Minimum: high school diploma / GED, but only if candidate shows exceptional sales ability
- Demonstrated ability to convert prospects and close deals while maintaining established sales quotas
- Professional demeanor, selling style, and appearance
- Solid experience in opportunity qualification, pre-visit planning, call control, account development, and time and territory management
- Able to effectively qualify opportunities
- Strong problem identification and objection resolution skills
- Able to build and maintain lasting relationships with customers
- Very good verbal communication and presentation skills, and written communication skills
- Excellent listening skills
- High energy and an engaging level of enthusiasm
- High level of integrity and work ethic
- Must possess a valid driver's license and credit card
- US Citizenship or US Work authorization for next 18 months required.
- Must pass drug testing
- No relocation assistance available
- No work authorization sponsorships will be provided
- Impeccable English. Spanish a plus
- Ability to sit and stand for long periods of time, good hearing and vision
- Adequate typing skills
- Adequate operating skills with MS office