



LENSEC

The Power of Perspective

LENSEC LLC is a leading provider of turnkey IP-based video surveillance solutions throughout the United States. Focusing on municipal entities and educational institutions, LENSEC offers custom, enterprise-wide video surveillance solutions, which are web-based, non-proprietary and designed to integrate access control, analytics, as well as other security related applications into a single, customized, easy to use interface.

We are seeking a money and success motivated sales professional who thrives on closing new business to fill a regional sales manager position in the Mid-Atlantic region. The regional sales manager will be responsible for successfully selling LENSEC's IP-based video management system along with the associated hardware and services to cities, hospitals, K-12 educational institutions, universities, as well as any state and federal entities. The current territory includes Maryland, Virginia and the District of Columbia. Ideally, candidates should be located in The Northern Virginia or Baltimore Maryland area. Duties for the regional sales manager position include: identifying and properly qualifying new business opportunities, presenting to the executive level of organizations, coordinating needs analysis/scoping initiatives, preparing formal proposals, leading negotiations, coordinating complex decision-making process, and overcoming objections to closure. The successful candidate must be a proven self-starter, with a strong direct sales background (5 years or more), and the ability to act independently – utilizing his/her contacts to hit the ground running. Strong experience with selling solutions-based applications preferably with both software and hardware elements is required. Having a strong network of contacts in school districts, transportation, municipalities and or state and federal government is a must. We are looking for hunters with strong closing skills. Other duties/responsibilities of this position include but are not limited the following:

- Build and maintain strong sales pipelines and forecasts.
- Penetrate organizations at the strategic decision-maker level.
- Interact with senior management, IT directors, security directors, and end-users.
- Perform site walk with customer to determine customer needs
- Conduct training sessions on LENSEC's video management solution
- Prepare and facilitate presentations, system demonstrations and proposals
- Close sales, and finalize agreements with customers.
- Provide management with updates on daily activities including cold calls, call-ins, appointments, and presentations. Daily record-keeping is required
- Maintain daily business development documentation in CRM system (Saleslogix)

Qualifications

- Must have direct sales experience (not channel sales).
- Selling experience in the physical security a strong plus
- Must have: Solution Selling experience: Familiarity with the art of consultative selling and negotiating techniques
- Ability to meet deadlines and work with minimal supervision and guidance.
- Work independently and with groups.
- Critical judgment necessary.
- Ability to present information clearly.
- Proactive.
- Creative problem solving & conflict resolution.
- Strong customer management skills.
- Attention to detail.
- Strong organizational skills.
- Minimum 7 or more years of successful enterprise sales experience selling to schools, cities, hospitals, state, and federal municipalities.
- Ability to navigate large organization infrastructure to reach and influence key decision makers.
- Clear success in negotiating and closing large multi-million, multi-year product and services business.
- Highly professional written, oral and presentation communication skills required.
- Must have annual sales figures and quotas, references
- Education: BS/BA.
- Computer literate (Office 2007 Suite, PowerPoint, Word, Excel).
- Working knowledge of web and video technologies as well as a strong understanding of IP networking and wireless (mesh) networks.
- Ability to travel as needed (up to 70%) to acquire new business

LENSEC offers a competitive benefits package which includes medical, dental, and vision plans, life and disability insurance, 401 K, short and long term disability, flexible spending, and tuition reimbursement. We recognize 9 holidays per year with an additional floating holiday employees will earn PTO (Paid time off) at a rate of 6.67 hours per pay period, the equivalent of 20 days per year. Compensation includes a competitive base pay with a very lucrative commission and bonus structure.

If you meet all of the qualifications above, please respond with your resume and your annual quotas/ sales results from your previous jobs.

LENSEC is an equal opportunity employer dedicated to promoting a diverse workforce.