



Job Title: State & Local Government Sales Executive

The Company:

StarChase, LLC (www.starchase.com) is a Virginia based company that provides ground-breaking GPS tagging and tracking technology to local, state and federal law enforcement agencies worldwide. In addition to our unique GPS pursuit technology, we also market AVL GPS asset/vehicle tracking technology. The chosen candidate will have the opportunity to support both product areas with a focus on selling our revolutionary solution designed to mitigate the inherent risks surrounding high-speed pursuits. This is an opportunity to work for a leading-edge company whose product has proven life-saving benefits and has been featured on *CBS's Morning News*, *The Wall Street Journal*, *FOX News*, *ABC World News*, *Bloomberg* and a multitude of others.

Job Description:

This is a sales position with responsibilities that is focused on closing opportunities and managing key customers within state and local Law Enforcement, Fire, First Responder and DoD markets within the US. The individual must be able to articulate technology, and product positioning to business and technical users, integrators and channel partners. Must possess the ability to execute the sales process with key accounts, and ensure deliver customer satisfaction through key stages of the sales process. This position is based in the corporate offices in Virginia Beach, VA, reporting to the Senior Director of Business Development, and supports the Sales organization with the following responsibilities:

The Ideal Candidate must be:

- Capable of maintaining a sales quota and meeting sales revenue goals
- Excellent inside and outside Communicator and Influencer
- Self-motivated with demonstrated track record of sales leadership
- Able to communicate with a consultative approach with C-level, General Management and Service Support groups to understand and identify opportunity
- Able to eliminate sales obstacles through creative and adaptive approaches
- Flexibility to work in a growing, entrepreneurial team environment

Job Requirements

- Executing against a sales quota and create, long-term relationships with customers as well as channel sales partners;
- Support the preparation of quotations, proposals and presentations based on the customer's product and services requirements
- Manage opportunities and work closely with internal and external cross functional teams
- Undertake sales efforts via support tools, such as ACT!, Microsoft Office, SwiftPage, etc
- Minor travel support sales and marketing activities via trade shows, conferences and other marketing events when necessary
- Work with team to develop targeted presentations tailored to meet a client's needs;
- Liaising with members of the sales team and other resource areas within the company (marketing, engineering) to achieve sales goals
- Responds well to process and cross-functional training
- Effectively adheres to and leads efforts at providing accurate forecasting

Uses and assists in developing marketing programs to effectively increase sales and market penetration

Experience:

- Law Enforcement, Fire, EMS (direct or indirect) preferred but not required
- Knowledge of AVL, GIS, GPS, and related desktop mapping products and services preferred but not required
- Sales experience with extended sales cycle environments
- Excellent organization and time management skills
- Solid analytical and problem solving skills
- Experience with Microsoft Word, Outlook and Excel is required, and lead management applications (ACT!) preferred
- Undergrad degree required

Compensation:

- This is a full time position including base plus commission. Pay is commensurate with experience.

Interested candidates submit to: careers@starchase.com

StarChase provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, amnesty, or status as a covered veteran in accordance with applicable federal, state and local laws.