



Job Title: State Law Enforcement Partnership Manager

The Company:

StarChase, LLC (www.starchase.com) is a Virginia based public safety technology 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, covert tracking solutions; web based tracking systems and a host of other critical response solutions for the public safety and government markets leveraging company sole-source capabilities. The chosen candidate will have the opportunity to support all product areas with a focus on expanding agency programs and helping sell our revolutionary solutions designed to mitigate the inherent risks for law enforcement and first responders.

The Mission:

As a company committed to the law enforcement and first responder community our mission is to help force multiply with the law enforcement community and help protect those who protect us with state of the art technology and training. In today's policing and enforcement environment the threat levels are unprecedented and our law enforcement members need to have the best equipment, training and resources to help protect themselves and the communities they serve. As a company comprised of former LE and defense professionals we understand that reality and with the influence of increased social media, an abundance of negative press and a hyper-political environment in the public square, our law enforcement community needs resources to effectively and safely do their job.

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 and is scaling globally. Similar to other first-to-market technologies, StarChase continues to see market growth in the law enforcement vertical and desires to continue this growth with the support of former law enforcement professionals committed to helping the blue line.

Job Description:

This is a partnership and sales management position with responsibilities that are focused on developing opportunities and managing sales programs within state and local Law Enforcement, First Responder and DOD markets within a defined territory or state. The individual must be have a proven law enforcement/first responder track record of being able to positively influence agency relationships, command staff members and public safety associations and related stake-holders. This position is home-based, reporting to the Vice President of Business Development and Sales, and supports the Business Development/Program Management team with the following responsibilities:

The Ideal Candidate must be:

- Prior law enforcement
- Excellent inside and outside Communicator and Influencer
- Self-motivated with demonstrated track record relationship management

- Able to communicate with a consultative approach with C-level, General Management and stake-holders to understand and identify opportunities
- Able to eliminate obstacles through creative and adaptive approaches
- Flexibility to work in a growing, entrepreneurial team environment

Job Requirements

- Foster long-term relationships with agencies as well as channel sales partners;
- Support the preparation of quotations, proposals and presentations based on the agencies product and services requirements
- Manage opportunities and work closely with internal and external cross functional teams
- Undertake sales and program management efforts via support tools, such as Microsoft Office, and other CRM systems
- In-territory/state travel for sales and marketing activities via agency demonstrations, trade shows, conferences and other events when required
- Work with team to develop targeted presentations tailored to meet agency needs;
- Collaborating with members of the BD/PM and sales team and other resource areas within the company (marketing, engineering) to achieve goals
- Responds well to process and cross-functional training
- Responsible for Web-Ex style as well as on-site/at agency demonstration programs
- 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:

- Government, Law Enforcement required
- Knowledge of Policy, Use of Force, Legal Issues associated with Law Enforcement
- Knowledge of Law Enforcement technology and tools
- Excellent organization and time management skills
- Solid analytical and critical thinking skills
- Experience with Microsoft Word, Outlook and Excel is required, and lead management applications preferred

Compensation:

- Full time position
- Base salary plus commission and bonus plan
- Employee Incentive Plan available and health benefits

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.