

Regional Sales Representatives Northwest*, Northeast*, Midwest* and West Coast* Regions

Respond to: jobs@ermaps.com

Emergency Response Maps, Inc. (www.ermaps.com) is a software company providing mapping solutions to the First Responder market. Our suites of software, hardware and map production services provide agencies with state of the art tools to respond to and manage emergencies.

We are looking for Regional Sales Representatives with a background in sales to Fire, Police, EMS and other first responder agencies. This person will be responsible for all sales activities, from lead generation through the closing of sales in the assigned territory. The successful applicant will have the ability to work both directly and indirectly with Police Departments, Fire Departments, Emergency Services providers and other First Responders that need mapping and incident reporting systems.

Compensation:

- Competitive Base Salary + Commission/Bonus (\$40-75K)
- Competitive benefits package (401K, medical, dental & life insurance)

Responsibilities:

- Responsible for the sales of the **ERMAPS** suite of software, hardware and services.
- Demonstrates technical selling skills and product knowledge in all areas listed above.
- Demonstrates complete understanding of pricing and proposal models.
- Demonstrates the ability to converse with decision makers at all levels.
- Develops a database of qualified leads through referrals, telephone canvassing, face to face cold calling on Police Departments, Fire Departments, Emergency Services providers and other First Responders.
- Demonstrates successful use of direct mail, email, cold calling and account management along with networking that accomplishes sales goals.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities within their assigned territory, including the use of ACT 2008 to maintain accurate records to maximize territory potential.
- Adheres to all company policies, procedures and business ethics, code of conduct and ensures that they are implemented within the territory.

Qualifications:

- 2-5 years sales experience in a Regional Sales position in the First Responder Market or associated market
- Demonstrated ability to work independently from an in-home office environment – “A Self Starter”
- Demonstrated Channel Distribution experience that allows for the proper marketing mix that achieves sales goals.
- Strong understanding of customer and market dynamics and requirements.
- Willingness to travel and work on a Regional and as required National basis.
- Proven ability to achieve sales goals.
- Familiarity with Graphic Information Systems (GIS) technology
- Ability to use the internet to do presentations

- Must own and demonstrate ability to use and do presentations on an (XP based or later) notebook computer, including Microsoft Office and related software.

Regions Available: Northwest, Northeast, Midwest and West Coast

Compensation: \$40-\$75K

Principals Only **Recruiters please don't contact this job poster.**

Phone calls received prior to resume submission will be turned down.

Please do not contact job poster about other services, products or commercial interests.

*Regions are adjustable: Northwest (WA, OR, ID, MT), Northeast (ME, NH, VT, NY, MA, CT, PA, and NJ), Midwest (ND, SD, NE, KS, MN, IA, MO, WI, IL, IN, OH, MI), West Coast (CA, NV)