



## Job Description

**Job Title:** Technical Sales Representative

**Positions Supervised:** 0

**Dept. / Division:** Sales

**FLSA Class:** Exempt

**Years of Experience:** 5-7 Years

**Status:** Full Time

**Industry:** Public Safety – Fire Service Communications

**Location:** In-Office or Remote

**Compensation:** \$100,000 USD - \$130,00 USD annually plus commission

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Westnet LLC., is a cutting-edge leader in providing First Responder communications systems to Fire Departments, military bases and 911 Dispatch centers throughout the country. Seeking a high-energy, customer-focused Technical Sales Representative to join our Public Safety Team. The ideal candidate must be driven, detail oriented, and possess excellent verbal & written communication skills.

## Essential Duties and Responsibilities:

- Work as primary point of contact regarding sales of our First-In Fire Station Alerting, Dispatch Systems, and additional public safety products to civilian and government agencies for future customers.
- Implements company sales processes to maximize sales revenues and meet corporate objectives.
- Responsible to increase new revenue to future and existing customers in a defined territory or region.
- Prepare sales presentations and effectively demo solutions to prospects, as needed.
- Collaborate with Sales Engineer to develop price quotes for systems and maintenance of systems for potential and existing customers.
- Meets Sales objectives, quotas and other defined revenue goals of the company.
- Collaborates with Sales Engineers and other company personnel to establish customer approved systems for installation.
- Collaborates with Marketing Teams to increase lead generation efforts.
- Analyzes and evaluates the effectiveness of sales, methods, costs and results.
- Recommends enhancements to products and services to improve customer satisfaction and sales potential.
- Establishes and promotes positive relations with customers.
- Maintains ongoing sales forecasts to assist with cash flow forecasting.
- Follows company expense reporting policies.
- Clear understanding and use of the sales process using the company CRM system for managing new leads, the sales pipeline and other sales activities.
- Assist with RFP projects for potential sales opportunities and growth within assigned region(s).
- Prepare a variety of status reports including daily activities, quote status, sales pipeline, and follow-ups.
- Perform other duties, tasks or projects as requested by your supervisor.
- Business travel, tradeshow and presentations required.

*The identification of Duties and Responsibilities does not display an exhaustive list of all duties that may*



*be assigned to this position, nor does it restrict the related work that may be assigned to this position.*

**Experience/Training/Education**

- Bachelor's degree in business or related field, or equivalent sales experience required.
- Public Safety and communication systems knowledge a plus.
- Technically savvy and ability to learn technological products and software.
- IT experience and knowledge of 2-way radio a plus.
- Good Microsoft Office Suite skills, i.e., Excel, PowerPoint, Outlook, etc.
- A minimum of five years of sales experience is preferred.

**Knowledge/Skills/Abilities:**

**General:** Proven ability to handle multiple priorities, manage multiple tasks simultaneously, routinely exercise discretion in your decision, work independently, work in fast paced high volume environment, organize and manage time well and must be able to communicate with management and co-workers in a professional manner.

**Communication:** Strong written, oral and interpersonal communication skills. Ability to present ideas in business- friendly and user-friendly language. Ability to read, analyze and interpret complex documents, including technical service agreements, drawings and specifications, contracts and client communication.

**Language Skills:** Ability to read, analyze, interpret data, contracts and client communications, and to effectively present information to top management and/or co-workers. Ability to assimilate and understand information in a manner consistent with the essential job functions.

**Teamwork/Team Player Skills:** Strong commitment to team environment dynamics with the ability to contribute expertise and follow leadership directives at appropriate times. Thrive in a team environment and work well with others. Enjoy working as a team member as well as independently. Someone that can display being a team leader in addition to being a team player.

**Mathematical & Reasoning:** Ability to understand calculations accurately, ability to apply concepts such as fractions, percentages, ratios to practical situations. The ability to exercise strong decision-making and to use critical thinking skills to apply logical and analytical thinking to practical and complex problems.

**Computer:** Ability to proficiently use Microsoft Word, PowerPoint, and Microsoft Project. Ability to proficiently use company's ERP System.

**Physical and Environmental Elements:**

**Physical Demands:** Ability to sit continuously for over 2/3 of normal work shift, and stand, walk and reach with hands and arms for at least 1/3 of the normal work shift. Ability to talk and hear continuously. Finger dexterity is required frequently for over 2/3 of the normal work shift. Ability to stoop, kneel, crouch, or crawl up to 1/3 of the normal work shift. Ability to lift up to 10 pounds for up to 1/3 of the normal work shift (box of paper, etc.) Ability to climb stairs occasionally (training room) or at Clients office's while traveling.



**Vision:** Ability to see at close range (clear or corrected vision at 20 inches or less) Ability to see at a distance (clear or corrected vision at 20 feet or more). Ability to observe an area that can be seen up and down or to the left and right while eyes are fixed on a given point (peripheral vision).

**Work Environment:** Position is typically performed in the office environment with standard equipment and moderate noise levels (examples: computers, printers, fax, copiers, light traffic, and phone).

**Other Duties:**

Please note this job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

**Special Requirement:**

Pre-Employment skills test may be administrated.

Final candidate subject to background check.

May be required to work weekends and holidays as business necessitates.

Company offers full benefits package of medical, dental, vision, and 401k.

Westnet LLC., is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, gender identity, national origin, disability, genetic information, pregnancy, status as a protected veteran, or any other protected characteristic as outlined by federal, state, or local laws. This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. Westnet LLC., makes hiring decisions based solely on qualifications, merit, and business needs at the time.