



Electronic Security Integrator seeks Dynamic Results-Driven Director of Sales
To increase market share penetration in commercial and government markets.

**Are you a leader?
Motivated by challenge,
Focused on seeking opportunities and delivering results?**

If so we want to talk to you about our open Director of Sales position. Candidates must be well versed in the security industry with a track record for building a motivated sales organization focused on delivering quality services and products to commercial and government clients while meeting corporate goals and objectives. Responsibilities include:

- Develop and recommend sales programs; set short and long-term sales strategies. Evaluate and implement appropriate new sales techniques to increase sales volume.
- Client focused; actively engages existing and prospective clients to ensure delivery of required security products and services.
- Responsible for the recruiting, development and management of a sales team focused on achieving sales and profit goals. Actively coaches and motivates team.
- Implement commercial & government focused marketing activities.
- Create and deliver timely, accurate & competitive proposals and responses to RFQs. Assists sales team with proposal compilation, delivery and closure. Coaches team to achieve team closure goals.
- Manages sales pipeline and commission reports
- Vendor/pricing coordinator; recommend product or service enhancements to improve customer satisfaction and sales potential.
- Controls expenses to meet budget
- Acts as advisor to GM & project managers regarding projects, tasks, and operations.
- Business unit leader responsible for adhering and administering company policy, procedures and business code of ethics. As director of sales; set example for sales team in areas of personal character, commitment, organizational work habits and selling skills.

Requirements:

- Bachelor's degree required, 5-7 years of experience in the field or in a related area as the position relies on extensive experience and judgment to plan and accomplish goals.
- Familiar with a variety of electronic security industry offerings, concepts, best practices, and contracting procedures. Prime contracting and government contracting experience preferred. GSA knowledge a plus.
- Proven leadership ability and success in growing market share in a like industry.
- Extensive experience in all aspects of vendor/supplier relationship management.
- Some travel required.

Interested Candidates may forward a cover letter & resume to
Bob Shephard, bshephard@securityhunter.com or
Securityhunter Inc. 2622-L Lord Baltimore Dr. Baltimore, MD 21244

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