

ACCOUNT EXECUTIVE

OUR MISSION IS TO ENSURE THE SAFETY OF LAW ENFORCEMENT OFFICERS AND COMMUNITIES.

At KOLOGIK, we are passionate about enhancing public safety by creating new data-sharing technologies that turn ideas into solutions. KOLOGIK technology creates scalable public safety systems that securely share private information with unfiltered access to multi-layered data.

We are looking for an Account Executive to service the Southern Region of the United States. If you are motivated by success, know how to grow your territory, and thrive in a competitive environment, you may have a place at KOLOGIK. This is a superior, highly rewarding sales opportunity for a top tier performer - a polished and experienced professional with both superior new business generation skills and strong account management and retention abilities.

Travel: 25-50%

YOUR IMPACT

Our Account Executives are responsible for introducing and selling products and services to new Law Enforcement agencies. The Account Executive will drive revenue through individual sales in their assigned territory.

YOUR DAY-TO-DAY

- Developing and executing a regional sales plan that includes outbound prospecting, lead generation, and field sales engagement to meet or exceed quarterly and annual sales targets
- Identifying decision makers amongst the targeted leads or accounts to start the sales process
- Providing effective product demos for end-user customers via phone and web conferencing
- Articulating the vision and value proposition of KOLOGIK solutions
- Maintaining and expanding the CRM with prospects, accounts, and additional contacts
- Outbound and inbound account management
- Participating fully in training sessions, meetings, skill-building and professional development classes
- Attending sales group meetings concerning sales targets or forecasts and reporting on market situation
- Handling changes in sales orders and communicating those changes with related departments
- Emphasizing the Kologik Ecosystem by promoting product features and benefits, discussing credit terms, quoting prices, and preparing sales orders
- Capturing of accurate and complete information in our Customer Relationship Management system (HubSpot)
- Attending industry conferences and regional trade shows to develop industry expertise

BASIC QUALIFICATIONS

- Bachelor's Degree or equivalent applicable experience
- Willing and able to travel 25-50% of the time
- 2 - 8 years of experience in a Sales role

- Minimum 1 year of demonstrated successful customer facing software (SaaS / Cloud) sales experience
- CRM experience (preferably HubSpot)
- Highly proficient computer skills including MS Word, PowerPoint, Excel, and Outlook
- World class organization and presentation skills

PREFERRED QUALIFICATIONS

- Able to work in a fast-paced, self-directed entrepreneurial environment
- Exceptional verbal and written communication skills
- Excellent telephone sales skills
- Excellent time management skills
- Highly energetic self-starter
- Decision-making, problem resolution and creative thinking skills
- Able to multi-task among shifting priorities
- Should be honest, assertive, and systematic
- Able to build relationships with customers and internal departments

WHY KOLOGIK

In pursuit of our vision to become the nation's leading provider of secure data retrieved, managed, controlled and stored across multiple servers, KOLOGIK always wants to hear from top professionals interested in joining our team. We thrive in a culture of teamwork and success. Our employees are our greatest assets; therefore, we strive to create a work environment where you can feel valued and productive.

We offer:

- Competitive salary and uncapped commission
- Medical, dental, and vision coverage
- 401k with generous employer match
- Paid time off

We are an equal opportunity employer and value diversity at our company. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, or disability status.

Apply by sending your resume to mchism@kologik.com.