



Business Development Manager - Education

At CheckVideo, we are changing the way people use video cameras. Our customers are calling us the best thing that happened in security in the past 50 years. We are looking for motivated sales professionals who truly enjoy educating customers and help them with solutions. Join a nimble company and team that gets things done, with virtually no limit to growth.

We are looking for an experienced, consultative sales professional who will be responsible for sourcing and fostering client relationships in K-12 and higher education.

In this position, you will:

- Arm yourself with product and competitive knowledge
- Develop and grow a steady pipeline in your region
- Reach out to prospects and understand their needs and goals
- Educate customers and clearly demonstrate the benefits of our solution
- Develop proposals and quotes, and follow through to close
- Grow a network of partners and installers who service the customer base

Your strengths are:

- Trusted partner to your clients
- Enjoy learning and making things better
- Tenacious and motivated hunter
- Organized and methodical
- At ease when speaking with a technical buyer
- Seek out customer pain points and experienced with consultative selling
- Strong Salesforce and Microsoft Office suite skills

Your experience includes:

- At least 5 years in a B2B sales role with a minimum of 2 years calling on customers in the education vertical
- Track record of exceeding sales targets and goals
- Sales experience with subscriptions or software-as-a-service (SaaS)
- Experience in the security, telecom or business services industry is a plus.

Compensation

We offer a competitive base salary with bonus potential, plus commissions that are uncapped and accelerate with sales achievement. The position also qualifies for benefits including healthcare, vision and 401(k).