



Regional Sales Manager

CheckVideo is an innovative company that is changing the way people interact with and use video cameras. Our customers tell us we have made the biggest improvement in security over the past 50 years. We are looking for motivated sales professionals who have a track record of selling security systems, managed services or software subscriptions through a channel.

Responsibilities:

- Hunt new opportunities and recruit channel partners in assigned territory
- Follow up on leads, educate prospects, qualify opportunities and close business
- Recruit and on-board new channel partners including resellers, integrators and central stations
- Become an expert at demonstrating the value of CheckVideo compared to incumbent solutions
- Host webinars, lunch-and-learn sessions and product training for channel partners

Requirements:

- At least 5 years of sales experience in a B2B environment, with at least 2 years of selling services or subscriptions
- Quick learner with the ability to work with technical buyers
- Must possess strong presentation skills and be able to communicate professionally in response to emails and RFPs
- Organized and analytical, able to eliminate sales obstacles through creative and adaptive approaches
- Able to travel throughout sales territory, up to 50%.
- Candidate must be driven, organized, and entrepreneurial with the ability to work independently
- Bachelor's degree or equivalent experience

Candidates must be based in the Eastern or Central US.