



## **Regional Sales Manager - West**

### **Overview**

CheckVideo is an innovative company that is changing the way people interact with and use video security. We help tens of thousands of customers stay safe and secure. Our solutions include advanced video analytics that have been protecting critical sites including airports and utilities for over 20 years, the longest in the industry. Join the team that has been innovating in security and make a difference every day.

CheckVideo, a Kastle Systems company is hiring a Regional Sales Manager based in our West Region - could be based in Denver, Seattle, Phoenix, Boise, Portland, Indianapolis, etc.

The primary objective of the Regional Sales Manager is to sell comprehensive security systems and services to CheckVideo clients, to all verticals and channels.

To be successful, the Regional Sales Manager must be cognizant of the dynamics within the market served and understand the client's security requirements. The Regional Sales Manager instills in the client a clear understanding of the CheckVideo value proposition and offer systems and services to meet their needs.

### **Responsibilities**

- Identifies and cultivates long-term business relationships with end users in all verticals and our channel partners
- Develops and plans accounts strategies that provide the greatest opportunity to make sales
- Writes proposals, conduct presentations, and demonstrates CheckVideo systems, services, and value proposition
- Generates sales that meet or exceed established goals
- Maintains salesforce that accurately summarizes the status of outstanding proposals
- Participates in scheduled sales meetings
- Amplifies collective sales opportunities by introducing decision-makers and key client contacts to colleagues and managers
- Identifies, researches, analyzes, and communicates competitive sales strategies
- Participates in key industry associations and events to increase awareness of the CheckVideo brand
- Demonstrates enthusiasm, initiative, teamwork, and professionalism

## **Qualifications**

- Minimum 2 year's B2B sales experience
- Bachelor's Degree preferred
- Security Cameras/VMS background or industry experience required
- Experience in Northeast region preferred
- Demonstrated successful sales in the vertical or channel space
- Demonstrated track record of closing sales of complex systems or services with protracted sales cycles with Managed Services preferred
- Experience with salesforce or other CRMs
- Demonstrated ability to work with little direct supervision
- Outstanding written, verbal and presentation skills.
- Ability to work well under pressure.
- Must pass the Drug Test, the Background Check, and any pre-employment tests as applicable
- Required to obtain and be able to maintain various certifications, licenses and/or registrations, in accordance with applicable state laws and as required by the electronic security regulations in the state(s) which they are working

## **Work Environment**

- 50% Travel
- Ability to work remote

CheckVideo, a Kastle Systems company is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.