



## Join our growing team as a Business Development Executive – Mid Atlantic Region

*Enjoy working with a talented business development team who have a passion for Public Safety? Are you motivated and successful in building relationships with key clients and business partners in the public safety and risk management sectors?*

Lexipol's Business Development team is responsible for expanding regional business opportunities by identifying key contacts and organizations, assessing needs, negotiating price and contract terms, and closing new business. Incumbent will work closely with the sales and marketing team to open new markets and expand existing markets. Travel 60%.

### KEY RESPONSIBILITIES:

- ★ Design and deploy a Market Development Plan (State Playbook) that provides business development strategies, objectives, goals, resources, & timing required to drive demand in new and existing markets.
- ★ Build and expand strategic business relationships with key stakeholders, including risk management associations, public safety organizations, accreditation & training bodies and government leaders to build awareness, create 'revenue enablement's', and enhance customer retention within the market. Maintain support through the life of state program.
- ★ Develop and negotiate contract terms and close deals with key stakeholders to drive new markets and close deals with strategic accounts to achieve revenue targets.
- ★ Organize and present detailed business reviews both internally with leadership and externally with customers and partners.
- ★ Gather and disseminate current and predictive market analysis within the organization to maximize market share.

### QUALIFICATIONS:

- ★ Minimum 7 years of relevant SaaS B2B, B2C and/or government sales experience.
- ★ Proven track record exceeding sales goals and targets.
- ★ Excellent interpersonal and sales presentation skills with demonstrated success in establishing rapport and long-lasting business relationships.
- ★ Demonstrated success in influencing, persuading and gaining the confidence of prospects and clients. Exceptional verbal and written communication skills.
- ★ Demonstrated ability to work in a fast-paced, self-directed entrepreneurial environment.
- ★ Thorough understanding of risk management principles and current issues, trends, legal decisions and legislation in the public safety sector is preferred.
- ★ Proficient with Microsoft Office Suite applications and CRM.

### EDUCATION AND EXPERIENCE:

- ★ Bachelor degree or commensurate related work experience.
- ★ Minimum 10 years' experience working as a business development or sales professional in a rapidly growing company.

**COMPENSATION AND BENEFITS:** Lexipol offers a fun work environment, competitive salary and commission, comprehensive benefits including 401(k) with Company match.

**For consideration, please email your resume, cover letter with salary expectations to [hr@lexipol.com](mailto:hr@lexipol.com). Subject Line: Business Development Executive**

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