

Job Description

Traffic Logix Corp. a division of Logix ITS, a global leader in traffic calming and intelligent transportation devices is looking to hire a regional sales manager for the CA, NV territory. Requirements for this position include being a road warrior that is motivated to sell. Must be fast thinking and work well with other team members. Must have experience with and able to work autonomously from a home office. Must be willing to travel as needed within the territory and willing and able to manage their own travel schedule and budget. Must live in the territory, preferably in the state of CA.

If you're self motivated, eager to learn, work hard, and be part of a fun, hardworking team, then we want you to apply.

Responsibilities that come with this role;

- Willing and able to generate new leads through cold calling, trade show attendance and out of the box thinking.
- Daily upkeep of a CRM system (prior working knowledge of SF or preferably Microsoft Dynamics)
- Maintenance without direct supervision of a sales pipeline – recording of leads and upkeep of company records
- Timely follow up with incoming leads and existing opportunities (multi times per day via phone, email, etc.) – close liaison with inside sales support team
- Self planning of scheduled sales trips and aiming to be away from home office 60% of time (overnight travel as required) – maintenance of a shared calendar system
- Schedule webinars and onsite demonstrations where required
- Comfortable making presentations to groups, large and small, and being able to appropriately present our products and services in a lunch and learn/classroom environment
- Seek out all avenues for new opportunities, able to network through social media, and professional organizations.
- Professional, structured, disciplined and organized
- Clean and valid US drivers license – Legal LPR or US Citizen
- Covering the CA, NV Territory with a desire to expand as needed
- Able to acquire a US passport to travel to the home office in CANADA as needed

Qualifications

- A background in municipal government, law enforcement or department of transportation and/or sales experience to these markets, a distinct advantage as this position will call on public works, police, traffic engineering and elected officials as required.
 - Proficient with Microsoft Office Suite applications
 - Proven ability to communicate clearly and professionally in verbal and written formats
 - Strong attention to detail
 - Excellent organizational and customer service skills
 - Ability to operate under constant deadlines and productively handle and prioritize tasks
 - Ability to be self-motivated and to effectively manage multiple projects
 - Ability to think thoroughly and independently with minimal guidance and seek a resolution through to completion
 - Ability to establish relationships
 - Proven ability to work effectively in a team environment
 - Experience: 8- 10 years experience in Outside sales
- Job Type: Full-time, Salary plus commission

Please send resume to Brett Ferrin at bferrin@trafficlogix.com.