



Job Description – Distribution Sales Manager

Exacq Technologies, Inc.

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Job Description

Exacq Technologies, a rapidly-growing manufacturer of IP video surveillance software and systems, is seeking to expand its sales presence through distribution.

The distribution sales manager is responsible for planning and executing sales related activities across the region. This includes prospecting, developing and supporting sales to resellers and distributors to ensure that sales targets are met.

Responsibilities include:

- Achieve sales objectives for the entire line of security products.
- Develop and manage key distribution accounts.
- Develop sales objectives, strategies, and promotions.
- Recruit, train, develop, and mentor distributors, resellers, and end users.
- Prospect to ensure that new customers are being added to the pipeline on a consistent basis.
- Conduct branch sales training for distribution sales and support employees
- Conduct branch sales seminars for distribution dealers and end users
- Coordinate budgets, forecasts, and periodic sales reports.
- Effective use of sales force automation tools to track sales opportunities.
- Close involvement in company promotional activities, including trade shows, road shows, product seminars, sales meetings and product training.
- Contribute to the collection of market feedback and intelligence by working closely with engineering, marketing and product support teams
- Travel both domestically and internationally as necessary to visit customers and participate in sales events.

Required Skills/Qualifications:

- Bachelors degree preferred
- Working knowledge of CCTV surveillance systems, DVRs, and network video technology, as well as a proven record of sales growth and market penetration in the electronic security market is preferred
- Excellent communication skills
- Customer Service, Meeting Sales Goals, Closing Skills, Territory Management, Prospecting Skills, Negotiation, Product Knowledge, Presentation Skills, Client Relationships, Motivation for Sales
- A valid passport with no travel restrictions