



7311 W. 130th Street, Suite 170 | Overland Park, KS 66213

Regional Sales Manager

Job Description:

The Regional Sales Manager is responsible for the sale of Digital Ally's products and services in a specified region, or major geographical area. The Regional Sales Manager will sell Digital Ally's products and services using technical, organizational, and customer knowledge. A strong technical background, with the ability to rapidly learn changing technology in the industry is required. The position requires extensive, structured travel – up to 75% of the time.

Essential Duties:

- Research and make contact with potential customers.
- Maintain up-to-date awareness of changing products, features and requirements, in both Digital Ally products and the technology for our customers to effectively use them.
- Develop proposals for customers on products & technical services that meet their specific needs.
 - o Create a presentation about Digital Ally's products for each customer, taking into account the customer's current technological infrastructure and emerging industry technologies.
 - o Generate quotes based on needed or desired equipment and infrastructure.
- Provide superior customer service to clients by making regular sales calls to develop relationships with new and existing customers.
- Meet established sales quotas and revenue goals.
- Fulfill weekly reporting requirements regarding customer calls and site visits.
- Attend industry-related tradeshows.

Other Duties:

- Monitor customers' Service History to ensure customer satisfaction.
- Communicate with the Product Support technicians on issues that existing customers are experiencing.
- Responsible for keeping track of and maintaining all company supplied demo equipment.
- Perform other job-related duties and responsibilities as may be assigned from time to time.

Requirements:

- Strong sales & relationship building skills, with 1-2 years sales experience required.
- Associates or Bachelor's degree; degree in a technical field is a plus.
- Keeps current with developing technology.
- Candidate needs to be self-motivated, and can work effectively with little supervision.
- Can effectively troubleshoot and diagnose problems.