

REGIONAL SALES MANAGER Great Lakes Region USA

Who we are: Laser Technology Inc. (LTI) www.lasertech.com is a company devoted to the design and manufacture of innovative laser-based speed and distance measurement instruments, using ISO compliant and continuous improvement techniques. We maintain an intense focus on providing laser measurement technologies which address real world needs and applications, including speed enforcement, accident investigation, forestry, mining, utilities and plant automation, to name just a few.

Our core products are engineered with pulse-laser technology (a.k.a. reflectorless measurement technology) resulting in the ability to measure both distances and speeds. We also specialize in tilt and compass sensors, allowing you to measure heights and volumes. Our mission from the beginning has been to provide quality products through innovation and dedication.

Who we need: We are looking for an experienced sales person or motivated professional with a proven track record to join our team selling our Traffic Safety applications in a variety of markets in the Great Lakes Region (WI, IL, MI, IN, OH, PA, KY, WV, VA) of the United States.

Specific Applications: Laser Speed Enforcement, Traffic Enforcement with Lasers & Digital Imaging, and Accident/Crime Scene Mapping.

Markets: State/Federal and Local Law Enforcement Agencies, Private and Public-sector companies/agencies

Job Duties include but are not limited to:

- Conduct product demonstrations and attend trade shows.
- Generate leads and prospect both new business and new dealer sales channels.
- Set up appointments with potential customers and be able to effectively **close sales.**
- Managing a variety of sales channels and grow business in assigned territory while managing current customers.
- Working with Inside Sales team to meet annual sales goals.

Requirements:

- Minimum of 2 years sales or related work experience
- A proven track record in direct sales, channel management and/or a related profession.
- Must be knowledgeable in Windows, Office, Excel, PowerPoint and Outlook.
- Position requires professional level written and verbal communication skills with a strong mathematical aptitude.
- Previous experience working with a CRM required.

- Must live in the territory - Gulf Region (TX, NM, LA, MS, AR, OK, MO, KS) or Great Lakes Region (WI, IL, MI, IN, OH, KY, PA, WV, VA).
- Must have excellent driving record, valid drivers license and willing to travel 75% of the time.
- Proven sales track record a plus, working in a commissioned environment with prior earnings of \$85,000 - \$100,000.

This position earns an annual base salary + commission. If you are willing to travel and want to work for a dynamic company that offers a competitive package apply now!

How to apply: Qualified candidates please forward resumes to lpowles@lasertech.com
Please reference job req # 91318S in the subject line.

Laser Technology, Inc. is proud to be an Equal Opportunity Employer. Applicants are considered for all positions without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, ancestry, marital or veteran status.