



## Route1 Inc. - Job Description

### Client Sales Manager

#### Position Title

Client Sales Manager

#### Reports To

Director, Sales

#### Location

Denver, CO

#### About Route1 ([www.route1.com](http://www.route1.com))

Route1 is an advanced North American technology company that empowers their clients with data-centric solutions necessary to drive greater profitability, improve operational efficiency and gain sustainable competitive advantages, while always emphasizing a strong cybersecurity and information assurance posture. Route1 delivers exceptional client outcomes through real-time secure delivery of actionable intelligence to decision makers, whether it be in a manufacturing plant, in-theater or in a university parking lot.

With offices and staff in Boca Raton, FL, Chandler, AZ, Chattanooga TN, Cincinnati, OH Denver, CO, Glen Allen, VA, and Toronto, Canada, Route1 provides leading-edge solutions to public and private sector clients around the world. Route1 is listed in Canada on the TSX Venture Exchange under the symbol ROI.

#### Primary Function

Under the supervision of the Director, Sales, the candidate will be responsible for creating a plan for delivering revenue and gross profit results as well as assisting the Director, Sales in developing leads, generating quotes and expanding our presence in the local and surrounding markets. The Client Sales Manager will have a strong understanding of the sales process, excelling at generating leads, building relationships, and closing deals. The ideal candidate will be a quick learner with strong negotiating skills, and the ability to showcase the Route1 offering in a compelling way. It is essential the candidate be personable and professional, be extremely well organized, detailed oriented and possess excellent written and verbal communication skills.

#### Qualifications

- Bachelor's Degree.
- Live in Denver, CO or surrounding area (this is not a remote job)
- Five (5) years of experience in technology and/or software sales; preferable ruggedized tablet/computer and scanner sales.
- Ability to understand and solve client issues while driving sales.
- Microsoft Office proficiency.

- Excellent communication, interpersonal, problem solving and organizational skills.
- Highly motivated, self-driven and results oriented.
- Excellent customer relationship management skills.
- Customer service orientation and negotiation skills.
- High degree of accuracy and attention to detail.
- Team player with a dynamic and easy-going personality.

**Duties**

- Work directly with external customers on a daily basis.
- Provide direct, inside support to the specific sales team to which they are assigned which includes sourcing new sales opportunities through inbound lead follow-up and outbound cold calls, creating price quotes, accepting and processing new orders, and advancing and closing the sales process.
- Work closely with supply chain representatives, and external manufacturers for product pricing and availability.
- Ensure proper communication occurs within the sales team and make recommendations to help improve the entire sales process.
- Prospecting, developing, and closing new business. Must be able to target and identify key accounts, generate market awareness, and drive sales within an assigned territory.
- Consistently achieve assigned sales goals and objectives.
- Coordinate with marketing on lead generation.
- Contact potential clients to establish rapport and arrange meetings.
- Assist with and act upon new marketing initiatives.
- Research organizations and individuals to find new opportunities.
- Maintain CRM as an accurate reflection of pipeline.

**If interested in applying for this position, please send email to Jett Bandy, Route 1's Talent Coordinator, at [jett.bandy@Route1.com](mailto:jett.bandy@Route1.com)**