

## **Route1 Inc. - Job Description**

### **Director, Sales**

#### **Position Title**

Director, Sales

#### **Reports To**

Senior Vice President, Sales and Business Development

#### **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**

The position will be responsible for establishing contact with existing customers, identifying new opportunities, and following up on potential leads. The Director, Sales will also monitor industry trends in order to identify emerging markets and develop plans to utilize those markets to expand revenue. The position requires a solid working knowledge of automated license plate recognition (ALPR) technology and the rugged tablet space. You must have the ability to drive customer facing sales and meet quotas. The best applicants will be familiar, sold and have a solid book of customers that procure Genetec, Vigilant or Flock ALPR products to Parking and / or Public Safety markets.

#### **Responsibilities**

- Ensure accurate reporting of sales and prospects by timing information submittal into CRM.
- Achieve monthly gross profit quotas as defined by Route1 .
- Utilize all available resources to reach out to prospects and attempt to turn those prospects into customers.
- Collaborate with the management team to improve marketing materials and expand the Route1's marketing presence in their territory.

- Attend industry trade shows to accumulate new leads and make productive contact with existing clients.
- Stay on top of industry trends to identify potential opportunities for Route1 growth.

**Skills**

- Bachelor's Degree in Business Administration or related field required.
- 5+ years' outside/inside sales experience.
- Must be willing to travel up to 50 percent of the time.
- Strong computer skills and understanding of CRM.
- Self-motivated and comfortable working with little to no direction.
- Excellent interpersonal communication skills.

**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)**