

# The Election Center

national association of election and voter registration officials

12543 Westella, Suite 100 Houston, TX 77077 281-293-0101 FAX: 281-293-0453 or 293-8739

WEBSITE: [www.electioncenter.org](http://www.electioncenter.org) E-MAIL: [services@electioncenter.org](mailto:services@electioncenter.org)

## Western U.S. Regional Business Development/Sales Manager – Scytl USA

(Based in Western U.S. State)

## Central U.S. Regional Business Development/Sales Manager – Scytl USA

(Based in Central U.S. State)

**Scytl USA Secure Electronic Voting** located in Richmond, Virginia and its parent **Scytl S.A.** located in Barcelona, Spain are rapidly emerging as the global leader in the development of secure electronic voting solutions for the public and private sectors. Associates of Scytl USA enjoy an entrepreneurial setting, competitive salary, continuous development and education, career advancement opportunities, and a great team environment.

Reporting directly to the Managing Director, Scytl USA, the candidates will:

- Build and execute company business plan for achieving revenue and pipeline objectives;
- Identification and prospecting of new business leads, including qualification and needs assessment;
- Build and maintain regional sales opportunity pipeline utilizing company CRM tools;
- Presentation and positioning of Scytl USA's solutions and services to prospective State and Local Election Administrators/Officials, and State Legislators;
- Supporting the development of effective proposals and closing new business;
- Adhering to Scytl USA's selling methodology for developing sales pipeline;
- Maintaining direct client relationships and building new business relationships; and
- Providing market and legislative feedback internally concerning the effectiveness of Scytl's core products and consulting services.

### Requirements:

- Bachelor's degree in Business Administration or Engineering (e.g., Computer Science);
- Proven 10+ years experience in state and local government technology sales – preferably in election related products and services;
- Software familiarity expertise in the following technologies –
  - Web based applications
  - Cryptography (SSL, PKI, digital certificates and signatures...)
- Excellent communications skills – must have strong oral presentation experience;
- Advanced user experience in Microsoft Office, specifically Power Point, Word and Excel; and
- Ability to travel

Scytl USA is an Equal Opportunity Employer. Please visit us at [www.scytl.com](http://www.scytl.com) to learn more about how we are revolutionizing the secure online voting environment. To apply, please send a cover letter and resume to the following (email accepted):

Hugh Gallagher, Managing Director  
Scytl USA  
6012 Glen Abbey DR  
Suite 1L  
Richmond, Virginia 23059  
[ScytlUSA@scytl.com](mailto:ScytlUSA@scytl.com)

**Scytl** – A staff used in ancient Sparta for secret dispatches; A narrow strip of white leather was wound about a round staff so that the edges came exactly together; it was then written on crosswire, and sent to its destination after being unrolled again. What had been written could only be read when the strip was again wound around an exactly similar staff.