



**Job Title:** Regional Director of Sales - Northeast

**Fair Labor Standard Act Status:** Exempt

**Summary:**

As a dedicated Enterprise Sales hire at Runbeck Election Services (RES), you'll have a unique opportunity to tackle a green field opportunity and help shape our Sales Team. You will be responsible for achieving an individual quarterly and annual sales quota based on opportunities sourced in an assigned geographic territory and tiered account list. The ideal candidate will be responsible for prospecting future customers that will contribute to meaningful revenue and strategic business opportunities for the company. You are a team player and are able to collaborate with the direct team, the sales organization and the entire company. RES seeks candidates with: strong character, self-motivated, solutions-oriented, love to win and who are excited about the election services industry.

**Responsibilities:**

- Prospect, develop, maintain and grow revenue-generating relationships with top tier counties (over 50k registered voters) across the United States
- Work with all internal teams to prospect new business, to ensure success and to grow the RES position in the marketplace
- Communicate RES offerings and unique value-proposition to counties via email, phone calls and through formal RFP responses
- Managing complex sales cycles as products evolve, capabilities expand and market dynamics change
- Report and track all revenue including sales activity and deal pipeline through Salesforce
- Represent RES with the highest level of integrity

**Key Requirements:**

- Bachelor's Degree
- 3–5 years of sales experience preferably in a public sector or elections industry with at least half in a quota bearing sales position
- Ability to effectively manage a weekly schedule with a minimum of 4–6 client engagements
- Strong relationship-building skills
- Effective communication with management to forecast revenue accurately
- Works well with the entire Sales Team as a collaborative contributor to our overall goals
- Independent problem solver—brings solutions to challenges
- High sense of respects for clients and colleagues
- Excellent presentation skills and ability to communicate company value prop through a variety of formats: presentations, software demonstrations and casual conversation
- Ability to travel 50–75% - required
- Experience with elections is a plus

**Join the Runbeck Team today! Inquire at [Jobs@Runbeck.net](mailto:Jobs@Runbeck.net)**

Runbeck Election Services

2800 S. 36<sup>th</sup> Street, Phoenix, AZ 85034 :: 602-230-0510 :: [Runbeck.net](http://Runbeck.net)

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**Additional Information:**

- Compensation includes a base salary along with bonus commission and benefits

**Work Authorization:**

- Must be a US Citizen

**Please send resumes to [jobs@runbeck.net](mailto:jobs@runbeck.net)**

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