



Job Title: Regional Sales Manager – West

Fair Labor Standard Act Status: Exempt

Summary:

As a dedicated Mid-Market Sales hire at Runbeck Election Services, 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 able to collaborate with the direct team, the sales organization and the entire company. RES seeks candidates with strong character, self-motivation, solutions-oriented, love to win and are excited about the election services industry.

Responsibilities:

- Prospect, develop, maintain and grow revenue-generating relationships with mid-tier counties (between 10k–50k registered voters) across the United States
- Work with all internal teams to prospect new business, ensure success and 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
- Manage 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
- 2–3 years of sales experience (public sector a plus) with at least half in a quota bearing sales position
- Ability to effectively manage a weekly schedule with a minimum of 10–12 client engagements
- Strong relationship-building skills
- Effective communication with management to forecast revenue accurately
- Work well with the entire Sales Team as a collaborative contributor to our overall goals
- Independent problem solver—Bring solutions to challenges
- High sense of respect 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 25–50% - required
- Experience with elections is a plus

Join the Runbeck Team today! Inquire at Jobs@Runbeck.net

Runbeck Election Services

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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

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