

## **Max Security Solutions is looking for a new star!**

We are a global pioneer in the tactical intelligence and physical security sector with over 25 years of experience.

We serve some of the world's most respected Fortune 500 & Fortune 100 corporations.

We are looking for a talented, business developer for our operations to join our team.

This is a customer-facing position.

### **Job Description:**

- Build and maintain strong, long-lasting customer relationships with our customers and the account team
- Develop and execute strong strategic plans to achieve sales targets and expand our customer base
- Work on and support account management plans with sales account managers
- Partner with customers to understand their business needs and objectives
- Effectively communicate the value proposition through proposals and presentations
- Establish sales objectives by forecasting and developing annual sales quotas for account sales
- Project expected sales volumes and profits for existing and new products and services
- Network with other sales directors to generate new business and revenue channels
- Attend industry events and conferences to generate new business leads
- Act as a spokesman for the company and sales events and conferences

### **Required Skills and Experience:**

- Previous experience as a regional sales manager/director of sales in the US/EU territory
- Proven Sales Executive Experience in meeting or exceeding targets
- Ability to communicate and influence all level of the organization, including executive and C-Level
- Proven ability to drive the sales process from planning to closing
- Proven ability to articulate the distinct aspects of products and services
- Proven ability to position products against competitors
- Excellent negotiations and presentation skills

- English mother tongue – a must
- Frequent international traveling – up to 30%.

**Send your resume/CV to: [career@max-security.com](mailto:career@max-security.com)**