

Job Title: Account Executive, Midwest - Public Safety Software and Services

About Us: GovHost is a leading provider of innovative public safety software and services designed to enhance the efficiency and effectiveness of government agencies. Our mission is to empower public safety professionals with cutting-edge technology solutions that improve community safety and operational performance.

Position Overview: We are seeking a dynamic and results-driven Account Executive to join our sales team in the Midwest region. The Midwest sales territory will consist of accounts in OH, IL, MI, PA, and IN. The ideal candidate will have a proven track record in software sales, an understanding of the public safety sector, and a passion for building strong client relationships. As an Account Executive, you will be responsible for driving sales growth, managing key accounts, and expanding our customer base. This is a fully remote position with travel required within the Midwest.

Key Responsibilities:

- Identify and engage with prospective clients, including government agencies and public safety organizations.
- Conduct product demonstrations and presentations to showcase the value of GovHost's software and services.
- Build and maintain strong relationships with key decision-makers and stakeholders.
- Negotiate contracts and close sales deals to meet or exceed sales quotas.
- Collaborate with internal teams to ensure customer satisfaction and successful implementation of solutions.
- Stay informed about industry trends, competitive landscape, and emerging technologies.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field or 3+ years of experience in public safety.
- Minimum of 3 years of experience in software sales, preferably in the public safety sector.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and presentation skills.

- Strong understanding of the public safety industry and its unique challenges is a plus but not required.
- Ability to travel within the Midwest region as needed.
- Self-motivated, goal-oriented, and able to work independently.

What We Offer:

- Competitive salary and commission structure.
- Comprehensive benefits package, including health, dental, and vision insurance.
- Supportive and collaborative work environment.

To apply, qualified applicants should email their resume and cover letter to careers@govhost.com.