

Job Title: Vice President of Sales

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 an experienced and strategic Vice President of Sales to lead our sales team and drive revenue growth. The ideal candidate will have a proven track record in sales leadership, an understanding of the public safety sector, and a passion for building and mentoring high-performing sales teams. As the Vice President of Sales, you will be responsible for developing and executing sales strategies, managing key accounts, and expanding our customer base.

Key Responsibilities:

- Develop and implement comprehensive sales strategies to achieve company revenue goals.
- Lead, mentor, and manage a team of sales professionals to ensure high performance and achievement of sales targets.
- Identify and engage with prospective clients, including government agencies and public safety organizations.
- Conduct high-level negotiations and close sales deals to meet or exceed sales quotas.
- Build and maintain strong relationships with key decision-makers and stakeholders.
- Collaborate with internal teams to ensure customer satisfaction and successful implementation of solutions.
- Stay informed about industry trends, competitive landscape, and emerging technologies.
- Prepare and present sales reports and forecasts to senior management.

Qualifications:

- Bachelor's degree in Business, Marketing, or a related field; MBA preferred.

- Minimum of 10 years of experience in sales, with at least 5 years in a leadership role, preferably in the public safety sector.
- Proven track record of meeting or exceeding sales targets and driving revenue growth.
- Excellent communication, negotiation, and presentation skills.
- Strong understanding of the public safety industry and its unique challenges.
- Ability to travel as needed.
- Self-motivated, strategic thinker, and able to work independently.

What We Offer:

- Competitive salary and bonus 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.