

## **Job Title: Inside Sales and Business Development Representative**

### **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 proactive and results-driven Inside Sales and Business Development Representative to join our team. The ideal candidate will focus on generating quotes for add-on sales to existing customers and conducting initial follow-ups from conferences and other marketing efforts. This role is crucial in driving revenue growth and expanding our customer relationships.

### **Key Responsibilities:**

- Generate and manage quotes for add-on sales to existing customers.
- Conduct initial follow-ups with leads from conferences, webinars, and other marketing activities.
- Identify opportunities for upselling and cross-selling within the existing customer base.
- Build and maintain strong relationships with customers to ensure satisfaction and retention.
- Collaborate with the sales and marketing teams to develop and execute strategies for lead generation and conversion.
- Stay informed about industry trends, competitive landscape, and emerging technologies.

### **Qualifications:**

- Bachelor's degree in Business, Marketing, or a related field.
- Minimum of 2 years of experience in inside sales or business development.
- Proven track record of meeting or exceeding sales targets.
- Excellent communication, negotiation, and interpersonal skills.
- Strong organizational and time management abilities.

- Ability to work independently and as part of a team.
- Experience in the public safety sector is a plus but not required.

**What We Offer:**

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

To apply, qualified applicants should email their resume and cover letter to [careers@govhost.com](mailto:careers@govhost.com).