

REGIONAL ACCOUNT EXECUTIVE - Southeast

ABOUT US:

First Light Safety Products (FLSP), is the leader in illuminated safety equipment for school buses. Our goal is to reduce stop arm violations by making the journey safer for our kids with our patented/patent-pending products.

SUMMARY:

The **Regional Account Executive** for FLSP is an individual that is a self-starter who thrives on prospecting and closing business. You must be an extrovert, have a 'go-getter' mentality, and be skilled at interacting with people from mechanics to executives. The **Regional Account Executive** is organized, has excellent oral and written communication skills, and enjoys cold calling. The position works from home, covers a territory consisting of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee, and Virginia, and reports to FLSP's head office in Winnipeg, Canada.

DETAILED DUTIES AND RESPONSIBILITIES:

- Research and prospect for new business, specifically targeting school districts
 - Cold calling – phone and in-person
 - Product demonstrations – online and in-person
- Demonstrate products, explain features, benefits, and solicit orders
- Overcome technical and business objections of prospective customers
- Goal of aggressively opening and growing new accounts
- Manage school bus dealer and parts distributor relationships in the territory
 - Onboard any dealers that are not signed on as authorized distributors
- Plan your schedule with supporting team members to meet sales goals
- Build and maintain customer relationships by delivering an extraordinary customer experience and a high level of professionalism
- Become a subject matter expert on FLSP's products
- Track sales progress via web-based applications and prepare reports
- Update company CRM daily
- Participate in industry tradeshows and professional events
- Any other duties as assigned by management

KNOWLEDGE, SKILLS, AND ABILITIES REQUIRED:

- Experience in the pupil transportation industry is preferred but not required
- Bachelor's degree preferred; high school diploma required
- Minimum 5 years experience in outside sales
- Excellent interpersonal skills, communication, problem-solving and presentation skills
- Strong organizational skills
- Proficient with Microsoft Word, Excel, Outlook, and PowerPoint

- Valid driver's license with a good driving record
- Ability to prioritize and manage multiple tasks simultaneously
- Travel within territory
 - POSITION REQUIRES UP TO 70% WEEKDAY TRAVEL WITHIN YOUR DESIGNATED TERRITORY FOR THE 1ST 2 YEARS

TRAVEL TO OUR HEAD OFFICE IN WINNIPEG, CANADA IS REQUIRED ANNUALLY

Share with us your drive, work ethic, and desire to make school buses safer for our kids, and we will provide a fun, fast-paced, collaborative environment, where team member contributions are rewarded. As a full-time employee of First Light Safety, you will receive:

- Competitive base salary with UNCAPPED commissions
- Mileage reimbursement for all work-related mileage
- Allowance for cell phone
- Group Insurance Plan
- In-person and virtual work environment with company supplied equipment

We would like to thank all applicants who apply, however, only those selected for an interview will be contacted