

Sales Manager CourtView Justice Solutions

THE COMPANY

CourtView Justice Solutions is a trusted provider of innovative, integrated solutions for the court and justice community. Our suite of solutions and professional consulting services are designed to meet the unique needs of clerks, courts, jury commissions, probation, prosecutors and corrections. We also offer eServices and justice integration. For more than two decades CourtView Justice Solutions has successfully implemented innovative and integrated technological solutions in more than 300 justice agencies throughout North America. CourtView Justice Solutions is part of the Constellation Software Inc. group of companies which trades on the TSX under the symbol "CSU."

Sales Representative

Prospect, develop and close new Justice technology software sales in various states.

Requirements

- Needs to have a good understanding of client and value management in the software business.
- Requires good organizational skills and team leadership.
- Necessitates strong problem solving and communications skills
- Ideally has a software and/or systems sales or business development background in state and local government and is familiar with government procurement processes.
- Can evolve both his/her own accounts and the performance of a small group of account managers
- Needs fluency in Microsoft Office software.

Responsibilities

- Meet negotiated account support and add-on sales quotas, for team and own book of business.
- Conduct ongoing performance management of the account managers' team, provide forecasts, analyze and prepare metrics.
- Manage regional and local industry event utilization and participation in and leadership for regional user and prospect groups.

Beneficial to have – but not required:

- Account Management or Sales Management experience in the state and local government software business.
- Experience with salesforce.com.
- An understanding of state and local justice and justice processes – primarily courts, prosecutor, defender, probation, detention and law enforcement.

IS THIS YOU?

To apply for this position, please submit resume and 1-4 page cover letter detailing SPECIFIC work experience as outlined to careers@courtview.com.

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