

Sales Representative 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 business acumen and be tenacious and organized.
- Excellent written and verbal communication skills are required.
- Ideally has a software and/or systems sales or business development background in state and local government and is familiar with government procurement processes.
- Is comfortable with and astute in managing long sale cycles and complex decision making.
- Can conceptualize, articulate and implement individual account plans.
- Needs fluency in Microsoft Office software.

Responsibility

Needs to develop both assigned and new opportunities and hit or exceed negotiated bookings quotas.

Beneficial to have – but not required:

- Experience with CRM
- 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.

"An Equal Opportunity Employer"