



## Regional Sales Executive

### A Winning Formula

- Are you motivated to win and achieve so much more?
- Are you excited about closing sales with a serious focus on winning client adoption of transformative technology that changes the way clients manage their business?
- Are you ready to succeed by taking an entrepreneurial approach to gain total control over your destiny to achieve greatness?
- If YES, we may be a match!

### Background on Triax

Triax Technologies, Inc. develops technology devices for construction site connectivity to improve the safety of workers and keep productivity moving forward. Our Spot-r wearable and sensor technology platform provides total jobsite visibility, identifying worker and equipment location, utilization and interaction, while keeping users informed of safety incidents as they occur, resulting in faster response to injuries, improved safety performance and risk mitigation, and increased efficiency. We are committed to delivering the first truly connected worksite, partnering with dedicated industry leaders, solution providers and experts to enable real-time, data-driven project, workforce, equipment and safety management. Founded in 2012, Triax offers employees excellent compensation in a unique, fast-paced, creative, and independent work environment. We are dedicated to constant innovation and collaboration. Join our team if you are like-minded.

### Job Description

As a Triax Regional Sales Executive you'll close sales and win new business within a defined territory to build upon our rapid growth, with initial training in our winning formula for driving sales adoption for the West Coast territory. Regional Sales Executives are responsible for closing sales to reach business goals, winning new business by prospecting and nurturing new leads through the sales funnel, building



their sales pipeline that is complemented with inside sales leads, navigating opportunities to close and managing existing accounts, that drive new business and achieve individual and company revenue targets. Candidates will have a strong focus on winning new accounts and maintaining strong relationships with clients to ensure recurring revenue from future business. We are seeking a hunter who has great 'people person' skills and can present and demonstrate transformative technology to clients that leads to change management. The ideal candidate will build upon our existing projects in the territory and uncover new business opportunities through proactive sales tactics, including networking at industry events, conducting frequent product demonstrations, prospecting your territory via cold outreach, and leveraging existing industry contacts. The Regional Sales Executive is also tasked with building our brand awareness and growing our market share in the West Coast territory. Candidates will collaborate with Marketing to build our brand identity and with our Field Operations team to ensure ongoing customer support and satisfaction. Our client base includes large commercial general contractors and subcontractors, corporate owners, property developers and industrial facilities. The ideal candidate should have experience selling into the construction industry and come with an extensive list of potential clients.

### **Key Responsibilities**

#### **Drive Business Forward by Meeting Sales Targets**

- Close sales, win business, and reach sales goals
- Ensure follow-up on all leads with the highest sense of urgency
- First-year annual quota of over seven figures, TBD
- Create and deliver accurate and timely proposals to clients

#### **Turn Opportunities into New Clients**

- Focus on new business acquisition, cultivating existing accounts into customers for life
- Become a trusted customer advisor, consulting on long-term growth strategies



- Develop a monthly territory plan for targeting key accounts and verticals and uncovering pre-design and pre-construction bid opportunities
- Cultivate and nurture open opportunities to minimize a lengthy sales cycle

### **Be A Good Team Player and Collaborate with Other Departments**

- Function as a member of a high-performing, collaborative sales team
- Log daily activities, sales calls, leads, prospects, proposals, and other pertinent customer information into CRM (Salesforce)
- Build Spot-r's presence and brand in-territory through partnering with construction, insurance, manufacturing, owners and other clients
- Work with Marketing to monitor competition by gathering current marketplace information on pricing, products, advertising techniques, etc.
- Occasional customer support and troubleshooting in support of the Field Operations team
- Represent Triax at trade shows and industry events
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and establishing personal networks

### **Required Qualifications**

- Demonstrated ability to close sales and meet quota
- Demonstrated ability to create and grow business in a relatively new market
- Demonstrated ability to effectively cover and grow in-territory pipeline
- Experience with sales-driven and consultative selling techniques
- CRM experience (Salesforce experience a plus)
- Personable, with strong communication, presentation, selling, and negotiation skills, with experience presenting to C-Level executives
- Ability to travel



### **Preferred Qualifications**

- Bachelor's degree in Business, Marketing, or comparable education / experience
- OSHA 10 (or ability to promptly obtain)
- 3+ years of B2B Sales experience (tech sales experience a plus)
- Intermediate proficiency with MS Office

### **Why You Will Love It Here – What Triax Offers**

#### **Earn the Rewards**

- Base Salary and Performance-based Commissions
- Comprehensive health, dental, life and vision insurance
- 401k Plan with 50% match
- Cell phone reimbursement

#### **Work Like A Boss**

- Fun, fast-paced, high-growth work environment
- Flexible work environment
- Open to creative ideas that prove to be effective

#### **Balance Work & Personal Life**

- Unlimited PTO
- 10 Paid Company holidays
- Paid Maternity and Parental leave