

Open Position: National Sales Executive-ETC

Perceptics Overview:

Perceptics has been enabling safe, secure, and efficient mobility through high-performance vehicle imaging systems for the North American transportation industry for 40 years. Headquartered in Knoxville, Tennessee, we develop software and hardware solutions for border control, commercial vehicle enforcement, electronic toll collection and security industries. While the license plate reader has been our dominant product over the years, other high-performance imaging systems have been developed to support our customer base. These developments include a USDOT Number Reader, HAZMAT Placard Reader, Container Code Reader and Vehicle Occupancy Imaging Systems (VOIS). We have also expanded our software offerings to meet the ever-changing needs of the transportation industry.

Position Overview:

Perceptics is currently seeking a National Sales Executive for the electronic toll collection market to engage with general engineering consultants, technology integrators, and toll agencies, and provide thought leadership on the benefits of utilizing Perceptics' LPR software and hardware solutions to optimize video-based toll collection operations.

The National Sales Executive-ETC will be expected to lead the Sales and Marketing Team in the development of sales strategies, the identification and evaluation of sales leads, and the management and execution of sales opportunities. They will also be responsible for guiding the delivery of products and services to ETC customers and serve as a point of contact for the customer following implementation.

This position will also provide input on Perceptics' product development in order to proactively address market trends and future customer needs.

Ideally, the position would be based in Knoxville but could be remote for the right candidate. This position will report to the Vice President of Sales and Marketing.

Knowledge/Skills/Abilities:

The ideal candidate would possess the following skills:

- Self-starter with excellent organizational skills
- Ability to effectively collaborate with internal and external stakeholders
- Excellent communication and writing skills
- Proven sales process
- Ability to identify market trends and sales opportunities
- Possesses an inquisitive mindset – gets to root problem
- Ability to deliver compelling presentations
- Ability to negotiate and ask for the order
- Ability to understand the customer's challenges and how Perceptics can help mitigate those challenges
- Experience using a Customer Relationship Management tool, specifically Zoho

Required Qualifications:

- Minimum 8 years of sales and business development experience
- Electronic Toll Collection (ETC) or Intelligent Transportation Systems (ITS) industry experience
- Bachelor's degree in business, marketing or engineering preferred
- Ability to travel up to 70% of the time

Compensation and Benefits:

- On-Target Earnings (OTE) range (Base + Commission)- \$130k-\$200k
- Profit-sharing opportunity based on company and individual performance
- Full benefits offered: medical, prescription, vision, dental, life, short- and long-term disability insurance, health savings account, employee and family assistance program, employee education assistance, 401(k) plan, PTO, holidays

We are an equal opportunity/affirmative action employer. We consider applicants without regard to race, color, religion, creed, gender, national origin, age, disability, genetic information, marital or veteran status, or any other category protected by federal, state or local law.

Please submit your resume to Jake Kissel, VP of Sales and Marketing, at jake.kissel@perceptics.com.