

Software & Data Sales Manager



Full job description

RedZone Robotics, Inc. provides wastewater asset management solutions, using clear and concise data to guide asset managers in critical infrastructure decisions. We understand the cost of infrastructure failures and shepherd leaders in the processes that protect their communities with the most efficient and economical solutions. RedZone Robotics believes that what lies underground directly affects the communities that live above. Our process, from inspection to data delivery, is guided by the belief we all deserve a safe place to live, work, play, and grow old.

If you are interested in a friendly, cooperative, and exciting corporate environment where you will be continually challenged and opportunities abound, RedZone Robotics is the place for you! Learn more about us at www.redzone.com.

The Software & Data Sales Manager is a talented individual who wants to significantly increase software sales by maintaining and developing relationships with clients and customers.

The Software & Data Sales Manager will sell the company's leading-edge software while building client relationships. This role will provide guidance for both internal and external customers using RedZone's software and hardware platforms. This role will require demonstration of the software, troubleshooting and personal engagement skills.

This position will thrive in an environment that requires strong presentation skills and independent self-direction, coupled with relationship-building, negotiation and communication skills. This position requires experience in a fast-paced and innovative environment where needs and requirements can change rapidly.

Responsibilities:

- Work directly with customers to manage expectations and concerns while also maintaining RedZone's image as a professional organization with cutting-edge capabilities
- Establish a renewing customer base through cold-calling, project hand-offs, market research, and industry networking
- Interface with Sales and Engineering to solve unique customer issues
- Provide detailed information to the customer about the technical specifications of the software offered
- Assist the client in identifying software needs and then match that to the service RedZone provides
- Navigate municipal procurement processes; including creating bids, quotes, and proposal solicitation
- Provide training and answer client questions regarding software offerings, including features and benefits
- Serve as a liaison for customer feedback on software feature requests and bugs
- Available for minor software support services and troubleshooting for software customers
- Engage in industry associations and market research to be well-versed in trends and technology advancements
- Perform other duties as assigned



Education and Qualifications:

- Bachelor's Degree in Engineering, Information Systems, Data Analytics or related discipline is preferred
- 5+ years of experience with experience
- Experience in wastewater treatment is a plus
- NASSCO certification PACP/MACP/LACP is preferred
- Familiarity with ESRI's ArcGIS Pro and Online platforms

EQUAL EMPLOYMENT OPPORTUNITY

It is the policy of RedZone Robotics, Inc. to provide equal employment and advancement opportunities to all individuals and to administer its personnel practices based on merit, qualifications, and abilities. RedZone will maintain an environment free of discrimination or harassment on the basis of actual or perceived race, color, national origin, religion, sex, sexual and reproductive health decision-making, age, actual or perceived physical or mental disability, genetic information, marital status, sexual orientation, gender (including gender identity or expression and/or the status of being transgender), military or veteran status, citizenship status, status as a victim of domestic violence, stalking, or sex offense, caregiver status, arrest or conviction record, credit history, unemployment status, or any other unlawful criterion or circumstance. RedZone prohibits and will not tolerate any such discrimination or harassment, or retaliation in response to good faith reports or the provision of information about such discrimination or harassment.

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Employee assistance program
- Employee discount
- Flexible schedule
- Health insurance
- Health savings account
- Life insurance
- Paid time off
- Referral program
- Vision insurance

Experience level:

- 5 years

Schedule:

- 8 hour shift
- Day shift
- Monday to Friday

Travel requirement:



- Up to 25% travel

Work Location: In person

If you require alternative methods of application or screening, you must approach the employer directly to request this as Indeed is not responsible for the employer's application process.

