

Intellicheck Mobilisa is a leader in Identity and Wireless Systems, focused on streamlining business processes with our patented ID-reading technologies. Our technologies are in-use at many Fortune 500 companies, including leading telecoms, hotel chains, financial institutions and retail stores.

We employ premier employees with a strong sense of commitment to the company and to growing the Intellicheck Mobilisa brand.

We are looking for an experienced sales associate with a strong background in corporate business development and sales.

In this role you will be expected to:

- Meet or exceed assigned sales objectives and quarterly revenue quotas by initiating and completing the sales process including prospecting, lead generation, qualifying opportunities, scheduling appointments, making presentations, understanding business needs, developing solutions and proposals, forecasting, and overcoming objections to close the sale.
- Focus on selling the organization's line of software and service offerings and team with business development, software development, and marketing teams when applicable.
- Develop strong, ongoing relationships with our customer base.
- Provide accurate and timely sales reporting feedback to management.
- Review and provide specific solution recommendations for complex customer requirements, equipment configurations, and feasibility of intended applications, required software and adequacy of implementation plans for customer needs.
- Gather information on the customer's business processes, critical success factors, and competitive standing through a strategic and consultative sales approach to deliver value-added business solutions.

REQUIREMENTS / QUALIFICATIONS:

- A minimum of 5 years related sales experience, preferably in corporate software sales/integration
- Have a demonstrated sales track record with industry contacts and proven experience selling software and service solutions.

This position will be located at one of our three corporate offices:

- Port Townsend, WA
- Washington, DC
- Jericho, NY