

Intellicheck Mobilisa is a leader in Identity and Wireless Systems with a strong government and military customer base. Our ID scanning and Access Control systems are in use at over 80 government and military installations.

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 representative with a strong background government and military business development.

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 company's line of software and access control offerings and team with business development, software development, and marketing teams when applicable.
- Identify and develop opportunities for business expansion with government agencies.
- Must be a proven closer, with the ability to work multiple deals simultaneously, with minimal oversight.
- Experience researching and responding to RFPs.

REQUIREMENTS / QUALIFICATIONS:

- A minimum of 5 years related sales experience in the government and military sectors.
- Have a demonstrated sales track record with industry contacts and proven experience selling software and service solutions.
- Must be willing to travel up to 50%.
- Military background a plus.
- Security clearance desired.

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

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