

Join our Team!

As

US Sales Representative (m/f/d) EOD/HAZMAT/CBRNE Communications

full time & remote in the continental US

This is us

When it counts: Since 1985, CeoTronics has been committed to providing communication solutions to public safety and first responder arenas across the globe. The CeoTronics Group maintains a professional sales network to meet its consulting needs for mobile digital audio networks and terminals for local coverage as well as high-quality communications headsets and systems for professional use.

Key Facts

- Employees in the Group: approx. 130
- Headquarters: close by Frankfurt, Germany
- Establishment: 1985
- Sales volume: 32 m. \$ (2023, record result)
- Intl. sales structure in 17 countries
- Three subsidiaries (US, Spain & Germany)
- Use of product in > 40 selected countries

Your responsibilities

- Present, promote and sell products/services to existing and prospective customers through on-site demonstrations
- Provide installation of products and hands on training to customers
- Establish, develop and maintain positive business and customer relationships
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members as needed
- Analyze the territory/market's potential, track sales and status reports

Our Requirements

- Valid state issued Driver's License
- Experience with EOD/HAZMAT/CBRNE operations
- Highly motivated and target driven with a proven track record in sales
- Available to work on weekends, as needed
- Participation in annual international sales meetings in Europe
- Ability to create and deliver presentations tailored to the audience's needs
- Willing to build and maintain your own sales territory
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Willingness to travel in the continental US

Our offer to you

For us, you are the focus. In addition to an attractive salary package, we offer you many benefits around your work-life-balance, your health and your individual development.

- Salary commensurate with experience
- Commission payments
- Reimbursed mileage & all travel expenses
- Paid time off, sick and vacation
- Covered costs for regular training & further education
- Health Insurance
- Dental Insurance
- Powerful IT-equipment
- Short decision-making processes thanks to flat hierarchies
- Compensatory time

You are convinced and would like to be part of our successful team? We are looking forward to receive your application to: hr@ceotronicsusa.com

