

The Leader in Innovative Government Land Use Technology

EnerGov Solutions

COMPANY OVERVIEW

EnerGov Solutions

Incorporated:
2002

Solutions Type:
COTS Software Offering
Professional Services Offering

Industry:
Government IT

Industry Focus:
Permitting & Land Management
License & Regulatory Management
Asset & Work Order Management
Citizen Relationship Management

Corporate / Office Locations:
Atlanta, GA (Headquarters)
Redlands, CA
Kansas City, MO
Seattle, WA

Deployment Options:
Direct from Organization
Services Partners
Self Deploy

New Clients in last 5 years:
122 Agencies

Implementations in last 12 months:
25 (5000+ users)

Installation Base:
200+ Government Agencies

Installation Size:
5 - 500+ users
10,000 - 4,000,000+ Population

Installation Regions:
Global Solution Provider

Recent Awards:
2009 Esri Partner of the Year

Enterprise Solution Price:
\$300,000 - \$5,000,000+

Technical Environment:
Microsoft .NET Framework
XAML / C#
SQL Server / Oracle

Development Resource:
100% In-House
25%+ Revenue Re-Invested in Dev / yr



Regional Sales & Business Development Manager

Location: Duluth, GA (preferred)/ Anywhere USA

Salary Range: Based on Experience

Travel: 50%+

EnerGov Solutions is a global provider of innovative software solutions designed specifically for leading government agencies. Our advanced software applications help agencies run smarter and better manage processes that are critical to their core business as well as assist in providing services to better connect government to the citizens they serve.

Due to explosive growth and expansion, we have an immediate opening for senior level Regional Sales. We are looking for candidates with a strong work ethic, a proven sales record and an overall commitment to excellence.

The Regional Sales & Business Development Manager should have a strong technical background, a proven sales track record (selling in a high tech industry) and excellent communication and presentation skills. They should be goal oriented, have the ability to manage multiple tasks and accounts simultaneously and attain a predetermined sales quota on a regular basis.

Duties Include:

- Regional Sales Pipeline / Multi-million \$ annual quota
- Opportunity / Pipeline Account Mgmt
- Regional Business Development / outreach
- Software Demonstrations / Webinars
- Trade Show / Networking
- Technology Evangelist / Advising
- Value Selling / Consultative

This is a chance to join one of the most dynamic, rewarding and exciting sales teams in the software industry. You must be a hard worker, be team player and be enthusiastic about your work. This position requires approx. 50% travel.

EnerGov Solutions is a non-smoking, drug free workplace.

Contact Information

E-mail Address: resumes@energov.com

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