



Technical Sales Manager (Federal) Salary Range: \$tbc+ Bonus+ Benefits

Job Title : **Technical Sales Manager (Federal)**

Description : **As a Technical Sales Manager you will be joining our successful US sales team in selling a broad range of intelligence solutions into the federal law enforcement market. You will generate sales via your relationships and negotiations with end users and third party sales channels, offering bespoke solutions as well as COTS products.**

As an experienced sales person in the government sector, you know how to sell into this competitive market and build your relationships with our key clients. Together with the rest of the US sales team, you will be able to gain market share based on the superior quality of our products, our outstanding customer support and reputation in the marketplace.

Part of your strength is to really understand our customers, their problems and requirements and bring creative solutions to help them achieve their targets. You will develop strong sales plans and create new business opportunities. You will be fully responsible for planning and delivering a growth strategy in your market sector. A self starter and strong team player, you will be an excellent communicator, comfortable dealing with both a technical sale and senior level negotiations.

Datong Electronics Inc is based in Chantilly, Virginia and we are looking for a candidate to be based in or around the Washington DC area where the majority of the target customers are based.

Details: Candidates should have a minimum of 3 years experience selling into military or law enforcement markets.

Preferred Qualifications:

- Bachelors or Master Degree in engineering or equivalent relevant experience.

Skill areas / key tasks:

- Self motivated
- Government sales experience
- Preferably security cleared.
- Track record in hitting and exceeding targets
- Computer literate

Job Type: Experienced

Schedule: Full Time

Travel Required: Yes, 40% of the time.

About Datong The principal business of Datong is the development, design and manufacture of a range of advanced high performance surveillance products. The products are principally sold to government, military and federal law enforcement agencies.

The Company is headquartered in Leeds, United Kingdom and has a wholly owned subsidiary in the United States with a sales and service office in Chantilly, Virginia. The products are sold internationally in more than 25 countries using both the Company's direct sales force and a network of independent overseas distributors.