



SafeWatch

Technical Sales Specialist

Location: Hybrid / Remote / Work-From-Home

Department: Sales / Business Development

Reports To: Executive Leadership

The Opportunity

Are you a tech-savvy communicator who loves solving puzzles and building relationships? We are looking for a **Technical Sales Specialist** to join our team! In this high-impact role, you'll bridge the gap between complex technical solutions and real-world business needs. You won't just be selling products; you'll be a trusted advisor helping clients navigate the future of security and operational technology.

If you thrive in an autonomous, remote environment and love the thrill of the "win," we want to meet you.

What You'll Do

Your day-to-day will be a dynamic mix of strategy, relationship building, and technical precision:

- **Drive Growth:** Proactively identify and pursue new business opportunities through networking and outreach.
- **Showcase Solutions:** Conduct engaging technical presentations and product demos that clearly articulate our value.
- **Master the Bid:** Lead the preparation of technical responses for RFPs and tenders, ensuring our proposals are top-tier and accurate.
- **Advise Clients:** Manage the full sales cycle—from discovery to closing—and serve as the primary technical point of contact.
- **Collaborate:** Work closely with internal technical teams and leadership to refine product strategies and ensure seamless client handoffs.
- **Stay Ahead:** Keep a pulse on industry trends and represent our brand at trade shows and networking events.



SafeWatch

Who You Are

- **Technically Fluent:** You can translate "tech" to "business" and explain complex systems with ease.
 - **A Master Communicator:** You possess exceptional persuasive writing skills and are a natural at delivering presentations.
 - **Self-Driven:** You love the freedom of remote work and have the discipline to prioritize high-value tasks without a manager looking over your shoulder.
 - **A Closer:** You have a proven track record of navigating complex procurement processes and handling objections with grace.
 - **Digitally Savvy:** You're a pro with CRM platforms (like Salesforce or HubSpot), Google Workspace, and Microsoft 365.
-

Why Join Us?

We offer a flexible, remote-first culture where results matter more than clock-watching. You'll have the opportunity to work directly with executive leadership, influence our product roadmap, and play a pivotal role in our company's expansion.

Ready to help us build the future? Apply today!