**Company Information**

CostarHD, previously known as CohuHD, designs and manufactures rugged HD CCTV video surveillance camera systems for critical infrastructure and transportation. Our video cameras monitor the most critical, sensitive environments such as Department of Defense, border security, and transportation, specifically traffic (ITS), maritime ports, airports, and railways.

Founded in 1946, CostarHD assembles in the U.S. the most reliable, rugged video cameras available. CostarHD is a wholly-owned subsidiary of Costar Technologies, Inc. (OTC Markets Group: CSTI)

**Position Description:**

The CostarHD Regional Sales Manager (RSM) is responsible for the sales results of the assigned geographic territory listed below. In this role, you will identify, strategize, and pursue opportunities that will result in the sales of our products and services. Our clients include municipal, county and state transportation agencies as well as consultants, system integrators and contractors. You will establish, manage, and grow business relationships and sales results with field application engineers, technicians, professional transportation engineers, planners and directors of transportation and operations. You will provide value to our customer’s portfolio by providing hardware, software, and services to address customer transportation and security issues. As a Regional Sales Manager you need to successfully work under limited supervision and direction to individually grow the business in your territory. The compensation for this role is comprised of a base salary with an uncapped monthly commission tied to an annual target.

**Territory:**

* Virginia
* Maryland
* District of Columbia (DC)
* Delaware
* Pennsylvania
* New Jersey
* New York
* Connecticut
* Rhode Island
* Massachusetts
* New Hampshire
* Vermont
* Maine

**Responsibilities include:**

* Develops and implements sales and marketing strategies for the territory.
* Monitor and analyze sales and marketing activity against goals.
* Provides input for accurate and realistic bookings forecast estimates.
* Develop and maintain communications with existing and new customers.
* Develops marketing information used for new business proposals, product specifications, statements of work and systems requirements.
* Recommend solutions to satisfy customer requirements.
* Confers with customer technical representatives and management to determine and interpret customer requirements.
* Review contract terms and conditions. Complete required governmental project forms and certification paperwork.
* Offers knowledge, support, and expertise to peer team members and technical staff.
* Meet or exceed monthly sales targets and growth expectations.
* Drive product recommendations and specifications through activity with End Users, A&Es, Consultants, and Partners.
* Conduct training, events, on-site product demonstrations, and roadshows.
* Weekly / Monthly calls with Costar Technology Management.
* Effective use of CRM system to manage opportunities, quotes, contacts and leads.
* Attend and exhibit at national and/or regional trade shows.

**Education:**

Four-year college degree or equivalent work experience.

**Experience/Personal Skills:**

* Minimum of 2 years’ experience in outside technical sales and/or project management.
* Experience in the Intelligent Transportation Systems industry is highly desirable.
* Must speak fluent English.
* Must live in the territory of coverage.
* Proven Track record of success in the region.
* Driven and self-motivated to succeed in a highly competitive environment.
* Great organizational skills.
* Strong communication skills and able to communicate effectively in cross functional teams.
* Strong public speaking skills, able to present technical information effectively to various audiences.
* Excel in a fast paced, multi-tasking environment remaining focused on key goals as well as the ability to work under time constraints.
* Professional and articulate in both verbal and written communication.
* Proficient in Microsoft Word, Excel, PowerPoint and Outlook.
* Must be technically adept and able to help find solutions as they arise.
* Excellent business acumen.