

Ace Forensics

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Inside Sales Representative

Location: Remote

Employment: Full-time

About Ace Computers:

Ace Computers is a leading provider of advanced forensic hardware and technology solutions for law enforcement agencies worldwide. We specialize in empowering forensic professionals with tools to solve complex cases efficiently and effectively.

Job Overview

The Inside Technical Sales Representative will focus on selling forensic hardware and solutions to law enforcement and forensic organizations. This role requires a combination of technical knowledge, sales skills, and a customer-first mindset. The ideal candidate will understand forensic technology solutions, excel at building client relationships, and drive sales growth through effective communication and solution-based selling.

Key Responsibilities

- **Sales Growth:** Drive sales of forensic hardware and solutions by identifying customer needs and offering tailored products and services from quote generation to receiving a PO. G
- **Lead Management:** Proactively reach out to potential customers, qualify leads, and convert opportunities into sales.
- **Customer Relationships:** Develop and maintain relationships with law enforcement agencies, forensic labs, and government organizations to understand their needs and provide ongoing support.
- **Technical Expertise:** Effectively communicate the technical features and benefits of forensic products, including hardware solutions, software, and integrated tools.
- **Quoting and Proposals:** Prepare detailed quotes, proposals, and product demonstrations to support the sales process.
- **Collaboration:** Work closely with the sales engineering, marketing, and support teams to ensure customer satisfaction and meet sales targets.
- **Product Knowledge:** Stay up-to-date on new forensic technologies, industry trends, and competitive solutions.
- **CRM Management:** Maintain accurate records of customer interactions and sales activities using CRM software.

Qualifications

- **Education:** Bachelor's degree or equivalent experience in Sales, Criminal Justice, Forensics, or a related field.

- **Experience:** 2+ years in technical sales, preferably in forensic hardware, software, or law enforcement solutions.
 - **Skills:**
 - Strong understanding of forensic technology and hardware solutions.
 - Excellent communication, presentation, and negotiation skills.
 - Ability to understand technical requirements and translate them into customer-focused solutions.
 - Proficiency with CRM software and Microsoft Office Suite.
 - **Preferred:** Experience selling forensic solutions to law enforcement, government agencies, or forensic professionals.
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Why Join Us?

- **Impact:** Support law enforcement with essential forensic tools and solutions.
- **Growth:** Opportunities for professional development and advancement.
- **Innovation:** Work with cutting-edge forensic technology.
- **Team-Oriented Environment:** Collaborative and supportive workplace culture.

Apply Now: Be a part of a team dedicated to making a difference in forensic investigations!

Send applications to careers@acecomputers.com