



# TraknProtect

## Revolutionizing Modern Hospitality

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### Company Overview:

TraknProtect revolutionizes hotel operations by providing a robust and flexible technology infrastructure that allows hoteliers to leverage IoT solutions without implementing redundant, disparate technologies. Specifically, we help hotels track back-of-house inventory, room service trays and vendors on their property. Additionally, we provide safety buttons to their staff with just a single platform that has the capability to add our other solutions.

### The Opportunity:

Do you have a demonstrated drive for sales and passion for technology? Do you enjoy traveling? Our growing startup is looking for a **Sales Representative** who can take our business to the next level! Our new team member will be the face of TraknProtect, seeking out new clients and developing relationships with existing partners and clients in the hospitality industry. This role will allow you autonomy and the opportunity to have an impact on the trajectory of the business.

### What we're looking for in a Sales Representative:

- You're persistent, adaptable and goal-oriented. You don't give up when faced with new challenges or tough conversations.
- You are a clear and confident communicator capable of providing regular feedback to senior and c-level management
- You have strong problem solving, negotiation & closing skills
- You have a solid record of achievements in prior sales position(s)
- You have a through understanding of the hospitality industry and/or hospitality technologies
- You have a proven ability to learn and retain product-specific information to position the features and benefits to customers
- You have the ability to develop and manage a consistent sales pipeline and accurate forecasting
- You have 3+ years of experience in solution selling and account/customer relationship development
- You have a Bachelor's degree

### What You'll do:

- Become a thought leader in hospitality technology, always equipped with the latest information (i.e., industry trends, business processes, financial measurements, key competitors)
- Create and maintain a sales pipeline to manage inbound customer inquiries, outbound activity and deal prioritization / status
- Plan and execute sales strategies on a monthly, quarterly, and yearly basis
- Manage multiple deals concurrently
- Negotiate pricing effectively
- Qualify and forecast deals to meet sales targets
- Continuously identify barriers to selling and implement sales cycle improvements and efficiencies to accelerate market outcomes

### Compensation:

Solid commission package based on skills & years of relevant experience

To apply, please email your resume and cover letter with the subject line "Sales Representative" to Aisha Arif ([aisha@traknprotect.com](mailto:aisha@traknprotect.com)).