

Market Manager, Public Safety

GTS is an international leader in mobile power technology. We have earned this reputation through the design and manufacture of high-performance, aftermarket mobile batteries and chargers for end users and OEMs. GTS also offers mobile power management services and technologies such as Test & Replace™, Business Spend Management (BSM), and BaaS (Batteries As A Service). Because of their outstanding performance and unmatched quality, our products are trusted by leading retail organizations, logistics companies, government agencies, public safety officials, and many other businesses around the globe.

GTS is hiring a Market Manager, Public Safety, for its Public Safety and Government business to join its Sales Team in Framingham, MA. This is a ground floor opportunity for an established technology company to launch leading edge technology solutions already in use by some of the public safety municipalities that rely on mobile devices for their operations.

Responsibilities:

- Inside sales coverage for public safety market
- CRM support for public safety market
- Modest market research capability on projects as assigned
- Administration/experience state/fed gov contracts a huge plus (GSA, NASPO, etc.)
- Some travel required (trade shows)
- Work with current Public Safety and other government customers to expand business opportunities.
- Develop and expand incoming leads from digital marketing programs.

Job Skills:

- Self-starter/leadership qualities
- High level of confidence
- Team player with good judgement
- Excellent communicator (strong written and oral skills)

Requirements:

- AS/BS degree or equivalent combination of education and experience
- 7+ years in sales, customer support roles
- Experience in public safety market a HUGE plus
- Position requires analytical skills and creativity
- Strong Microsoft office skills (Outlook, Word, Excel, PP)
- Sales and support tools (Sales Force, ERP (SAGE) a huge plus

Compensation commensurate with experience.

GTS is an Equal Opportunity Employer and by embracing diverse skills, perspectives, and ideas, we choose to lead. All qualified applicants will receive consideration for employment without regard to race, color, religious creed, national origin, sex, age, gender identity, disability, sexual orientation, military service, genetic information, and/or other status protected under law.

Qualified candidates should send resumes to: HR@GTSpower.com

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