



DISTRICT SALES MANAGER – Santa Clara Region (REMOTE)

Who We Are:

Iteris, Inc. (NASDAQ: ITI) is the global leader in applied informatics for transportation and agriculture, turning big data into big breakthrough solutions. We collect, aggregate and analyze data on traffic, roads, weather, water, soil and crops to generate precise informatics that lead to safer transportation and smarter farming. Municipalities, government agencies, crop science companies, farmers and agronomists around the world rely on our solutions to make roads safer and travel more efficient, as well as farmlands more sustainable, healthy and productive.

Do you want to make a difference?

Join us today!

Visit our website: <https://www.iteris.com>

Position Overview:

This is an exceptional career making opportunity in the rapidly growing traffic technology industry. In this high-profile role, the District Sales Manager, Santa Clara Region, will be the driving force behind Iteris's continued success and revenue growth. The District Sales Manager works with and conducts on site sales calls with channel partners and end users selling Iteris's hardware and software solutions in the **Coastal Region which includes: Monterey County north to the Washington, Oregon Border and the Pacific Ocean east to the Altamont Pass.**

The District Sales Manager position is more than just selling a product to a customer. To be successful, you are a self-motivated team player, and approach each customer engagement with an eye towards a variety of possible solutions for the customer and a passionate belief in what you offer is the best value in the industry and will help the customer achieve their goals.

What you'll be doing:

- Conduct on site sales calls to decision makers and influencers in **city, county, government, Department of Transportation (DOT), Metropolitan Planning Organizations (MPO), Caltrans and other public agencies.**
- Work closely with distributors / channel partners to identify and pursue new business and maintain existing customer business to achieve sales targets.
- Demonstrate Iteris solutions using hardware and software support tools during in person or web meeting presentations.
- Coordinate and work with Iteris product support and training teams to schedule work, educate end user customers, and distributors to support sales growth in the region.



- Organize, attend, and coordinate regional trade shows displaying Iteris offerings with channel partners, as well as participate at regional industry meetings.
- Use Salesforce.com to manage customer accounts and opportunities.
- If possible use social media to expand Iteris's footprint in the region and establish yourself as the subject matter expert to grow business.
- 50%+ travel in the territory; combination of scheduled and self-planned; company paid business expenses.

What we're looking for:

- 3+ years' sales experience; Business to Business (B2B) preferred
- Understanding of the sales process and ability to learn the dynamics of selling to government agencies and distribution channels
- Organized self-starter with excellent follow up skills and customer service focus
- Exceptional presentation, verbal and written communication skills
- Experience utilizing social media, and apps for a variety of tasks is a plus
- Experience with CRM systems is helpful; for example, Sales Force.com or other platforms
- Familiarity with Microsoft applications including Word, Excel, and Outlook
- 2 to 4 year degree in business, marketing, economics, or a technical field is a plus

Bonus Points Awarded:

- Experience selling to government / public agencies is a plus, but Not required; we'll train
- Knowledge of or experience in Transportation or Traffic technologies, road sensors, cameras or other technical sales is a plus, but Not required; we'll train

What Makes this a Great Opportunity?

- Fantastic work-from-home opportunity!
- Highly Competitive Compensation Plan including solid Base Salary plus Uncapped Commissions!
- You'll join a rapidly growing public company led by an Executive team with over 70 years' experience in applications of advanced technologies!
- Management support and a highly motivated and successful support team dedicated to your success!
- Unlimited career growth opportunity!
- Apply your sales experience in a collaborative, team environment, with a company that makes a difference in our everyday lives!
- Great benefits package including Medical, Dental, Vision, Generous Paid Time Off Plan!

Equal Opportunity Employer/Protected Veterans/Individuals with Disabilities