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# Job Posting

## Sales and Business Development Representative

### About SecureTech Innovations, Inc.

SecureTech is an emerging growth company focused on developing and marketing personal and automobile security and safety devices and technologies. Our products preserve life, protect property, and prevent crime. SecureTech is the maker of [Top Kontrol®](#), the only anti-theft and anti-carjacking system known that can safely stop a carjacking without any action by the driver. For more information, visit [www.securetechinnovations.com](http://www.securetechinnovations.com) and [www.topkontrol.com](http://www.topkontrol.com).

### Position Overview

Are you an energetic and achievement-oriented self-starter? Do you take the initiative and enjoy working independently? If so, you could be a great addition to our young team of people who live and breathe personal safety! As our first non-founding employee, you will be responsible for building, training, and managing internal and external sales teams, developing distribution channels, and overseeing general marketing efforts to meet and exceed corporate sales goals. Essentially, our Sales and Business Development Representative will have the mandate to envision and build a sales department to sell and market our first product, Top Kontrol. Until now, sales have been handled solely by the Company's founders.

You will work closely with our Founders based in our Minnesota headquarters to develop strategic sales plans to generate new business opportunities, growth, and customer satisfaction. Specific responsibilities include developing a sales training program, marketing materials, and other tools. You will also be responsible for building a sales team from the ground floor up, business and marketing development, customer management, strategic planning for product promotion and advertising, ensuring new sales and future sales growth, and overall customer satisfaction.

Because we are a young startup company, as our initial Sales and Business Development Rep, you will become a key addition to our core team and could have tremendous influence over the Company's growth and future direction. You will also have unlimited potential to grow with the company and become part of the original executive team. The sky is the limit on how far you can go with us!

### Candidate

The ideal candidate will be a natural leader with a genuine passion for selling products that preserve life, protect property, and prevent crime. The scope of your responsibilities will be wide-ranging. Industry experience is a plus but not a must. We will train you to understand our products and how they work. You must have exceptional project management skills, the drive to build high-performance sales teams, and the ability to cultivate excellent long-term customer relationships. A strong work ethic with proactive communication skills is a must.

**What We Offer:**

- Competitive base salary
- Monthly sales incentives and bonuses
- Sales performance pay based on total revenue, with no limit
- Stock Option and Employee Stock Ownership Programs (ESOP)
- Paid Time Off and Holidays

**Responsibilities:**

- Develop, maintain, and communicate sales plans
- Present and sell SecureTech products to new customers
- Prospect and contact potential customers to create a sales pipeline
- Build and maintain positive relationships with customers
- Attend trade shows to promote products and interact with potential customers
- Reach agreed upon sales targets by the deadline
- Demonstrate goal-oriented business-to-business sales performance and success
- Resolve customer inquiries and complaints
- Set follow-up appointments to keep customers aware of the latest developments and promote new sales
- Create sales and marketing material to present to customers
- Submit weekly activity reports on time, showing activities, quotes, samples, and sales
- Work with company Founders to develop marketing and business development plans
- Develop a sales force training program for future internal and external sales representatives

**Experience and Requirements:**

- Bachelor's Degree or equivalent experience
- Access to reliable transportation is critical
- 3 – 5+ years prior sales experience, preferably in the automotive parts industry
- Excellent written and verbal communication skills; ability to make oral presentations
- Ability to develop strategic plans and make sound decisions to grow the business
- Track record of building and maintaining customer/client relationships and customer satisfaction
- Flexible and adaptable; Impeccable time management skills
- Relates to people at all levels
- Adaptable, resilient, likable, motivated, humble yet goal-driven
- Strong computer skills, Internet access, and experience using Zoom video conferences
- Microsoft Office (Word, Excel, Outlook) proficiency
- Familiarity with CRM platforms
- Consultants need not apply. SecureTech will be your employer, not your client.

**Apply to:** SecureTech Human Resources by email at [hr@securetechinnovations.com](mailto:hr@securetechinnovations.com).



### **Equal Opportunity Employer**

SecureTech Innovations, Inc. is an equal opportunity employer that is committed to diversity and inclusion in the workplace. We prohibit discrimination and harassment of any kind based on race, color, sex, religion, sexual orientation, national origin, disability, genetic information, pregnancy, or any other protected characteristic as outlined by federal, state, or local laws.

This policy applies to all employment practices within our organization, including hiring, recruiting, promotion, termination, layoff, recall, leave of absence, compensation, benefits, training, and apprenticeship. SecureTech makes hiring decisions based solely on qualifications, merit, and business needs at the time.