

# Ahura Scientific

## Job Title: **Outside Sales Representative – Product Specialist – Safety and Security**

**Position:** Full Time  
California – Los Angeles area, San Francisco Bay Area, San Diego Area,  
Reports to: Dir of Homeland Security/Public Safety

### **Position Description:**

Come be part of a team with proven ability in bringing cutting-edge, state-of-the-art technology to the global market. The company is a fast growing and dynamic organization.

We are looking for an **Outside Sales Representative** who is a proven winner. If you are someone who has a proven track record, knows and loves selling technology and truly cares about his/her prospective clients. This position calls for a positive, great listener who has excellent writing skills and knows and understands technology. The primary customer base where selling activity takes place is to Law Enforcement, Fire Departments, and related homeland security groups. The application includes technology for Hazardous Materials, Narcotics, and explosives response incidents.

### **Key Duties & Responsibilities:**

- Close business – cold/warm call prospective buyers in Law Enforcement, Fire Dept, and related homeland security organizations.
- Visit and conduct onsite product demonstrations with prospective buyers
- Generate leads through networking, tradeshows, Ahura workshops, and research.
- Prepare quotations and disseminate information packages to prospective customers.
- Research competitors and uncover new channels of opportunity
- Record all interactions, and maintain account, contact and opportunity information in the SalesLogix CRM
- Report weekly activity reports to direct manager.
- Provide accurate and timely forecasting – understand and articulate customer buying process.
- Foster a positive image of Ahura among customers and maintaining strong customer relationships.

### **Experience Requirements:**

- 5+ years or proven, results driven sales experience in either the homeland security market or analytical instrumentation field.
- Fully computer literate (Excel, Outlook, Word) and familiar with using CRMs
- Ability to master products, markets, applications related to Ahura Scientific, Inc.
- Excellent communication skills oral and written
- Organized, self-disciplined and professional in demeanor

**Education:** BA/BS preferably in Business, Marketing, or Communications.

We offer a very dynamic, entrepreneurial work environment and the chance to be apart of a growing company with emerging Material Identification and Homeland Security solutions.

Ahura offers an outstanding benefits package, including health, dental, vision, life and disability insurance, a 401k savings plan, paid time off (PTO), sick and other family friendly leaves, flexible hours. Compensation is competitive and commensurate with skill, knowledge and experience level.

Ahura Scientific, Inc. is an equal opportunity employer M/F/D/V. To achieve our strategic vision we must meet or exceed customer requirements. We will realize this goal by establishing and maintaining outstanding Quality and Quality Assurance Systems. Every employee at Ahura Scientific, Inc. is required to work within the Quality System, is dedicated to defect-free work, following established procedures, and delivering products and services that are world-class!

For consideration please send your resume (electronic submissions only) to [hr@ahurascientific.com](mailto:hr@ahurascientific.com) with "Outside Sales – Safety and Security" in the subject line.