

Join Our Mission to Serve Those Who Serve Account Manager | Kustom Signals, Inc.

For over 60 years, **Kustom Signals** has proudly supported law enforcement agencies with advanced, dependable technology solutions that enhance public safety and officer effectiveness. As a trusted partner to police departments across the globe, we believe that **quality matters at every touchpoint**—from the knowledge of our sales consultants to the reliability of our products and the dedication of our support team.

We are an **Employee Stock Ownership Plan (ESOP) Company**, where our employees share in our success. Along with competitive compensation, we offer a strong benefits package including educational assistance and opportunities for growth within a team that values excellence and integrity.

We're seeking an **Account Manager** who thrives on building relationships, solving problems, and driving sales growth in a meaningful industry. If you're a motivated professional who enjoys consultative selling and creating win-win partnerships, this might be your next big move.

What You'll Do:

As an Account Manager, you'll be responsible for managing sales opportunities and building strong, trust-based relationships with law enforcement and public safety agencies in your assigned territory. You'll work closely with Regional Sales Managers, Technical Sales Managers, and distribution partners to understand client needs and deliver customized solutions.

In this role, you'll:

- Drive the full sales cycle—from prospecting and needs analysis to product demonstration, negotiation, and closing.
- Promote solutions such as In-Car Video, Body-Worn Cameras, Evidence Management Systems, Speed Enforcement RADAR & LIDAR, and Speed Awareness Trailers.
- Manage a pipeline of opportunities and coordinate schedules for customer outreach and meetings.
- Serve as the primary point of contact for agencies in your territory, providing top-tier service and support.
- Partner with internal teams and distribution channels to ensure timely, accurate fulfillment and follow-up.
- Develop annual business plans, monitor forecasts, and contribute to strategy discussions that impact territory performance and overall company success.

Why This Role Matters:

At Kustom Signals, our technology helps law enforcement do their jobs more effectively and safely. As an Account Manager, you're not just selling products—you're delivering mission-critical solutions that help protect communities and build trust between officers and the public.

Join a team that's committed to innovation, customer satisfaction, and making a difference in the world of public safety. Apply today and help us continue our legacy of quality and service.

What You Bring to the Team:

Education and Experience:

- Bachelor's degree or equivalent experience in sales or a related field
- 3+ years of sales experience, preferably in a technical or consultative sales environment
- Experience working with distribution partners is a plus
- Familiarity with CRM and sales automation tools

Skills and Attributes:

- Proven ability to navigate the sales lifecycle: prospecting, qualifying, presenting, and closing
- Excellent communication and presentation skills—able to clearly articulate value and tailor messaging to the audience
- Strong organizational and time-management skills with a self-driven attitude
- Detail-oriented with the ability to create accurate quotes and manage complex customer requirements
- Proficient in Microsoft Office and confident using technology tools to support sales efforts
- A professional presence, both in-person and on the phone

Other Requirements:

- Must be able to travel based on business needs
- Ability to operate standard office equipment and technology
- Valid driver's license required