

Ace Forensics

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Forensics Sales Representative

Location: Remote

Employment: Full-time

About Ace Forensics:

Ace Forensics is a leading provider of advanced forensic hardware and technology solutions for law enforcement agencies worldwide. We specialize in empowering forensic professionals with tools to solve complex cases efficiently and effectively.

Job Overview

Ace Forensics is seeking a highly motivated Forensic Sales Representative / Account Manager to drive revenue growth and manage client relationships within the digital forensics and investigative technology market. This role is responsible for identifying new business opportunities, managing and expanding existing accounts, and serving as a trusted advisor to law enforcement agencies, government entities, corporate investigators, and forensic laboratories.

Key Responsibilities

1. Sales & Business Development

- Prospect, qualify, and close new business opportunities for Ace Forensics products and services
- Develop and execute territory and account sales strategies to meet or exceed revenue targets
- Maintain an active sales pipeline and forecast activity using CRM tools
- Identify cross-sell and upsell opportunities within existing accounts

2. Account Management

- Serve as the primary point of contact for assigned customer accounts
- Build long-term relationships with decision-makers and forensic professionals
- Coordinate with internal engineering, implementation, and support teams
- Manage contract renewals, pricing discussions, and expansions
- Ability to translate customers requirements into winnable solutions

3. Consultative & Technical Engagement

- Present forensic solutions in a consultative, value-driven manner
- Conduct product demonstrations and technical briefings
- Working knowledge and understanding of digital forensics workflows and standards
- Technical understanding of Digital Forensics computers

Qualifications

- 3+ years of experience in technology sales account management, Law Enforcement or Digital Forensics.
- Strong communication, presentation, and negotiation skills
- Ability to build trust with technical and non-technical stakeholders
- Willingness to travel 20%+

Preferred Qualifications

- Experience selling into law enforcement, government, or forensic markets
- Familiarity with digital forensics or investigative technologies
- Previous Law Enforcement experience as a user of Digital Forensics devices
- CRM experience

Why Join Us?

- **Impact:** Support law enforcement with essential forensic tools and solutions.
- **Growth:** Opportunities for professional development and advancement.
- **Innovation:** Work with cutting-edge forensic technology.
- **Team-Oriented Environment:** Collaborative and supportive workplace culture.

Compensation & Benefits

- Competitive base salary plus commission, performance incentives, full benefits package, and expense reimbursement.

Apply Now: Be a part of a team dedicated to making a difference in forensic investigations!

Send applications to careers@acecomputers.com