



Company Overview:

When Then Project is a leading provider of cutting-edge police training software designed to empower police departments in preparing for and responding to critical incidents. Our innovative solutions offer realistic scenarios designed to enhance the effectiveness and readiness of law enforcement personnel. As an independent sales contractor, you will play a vital role in promoting and selling our active shooter training software to police departments nationwide.

Job Description:

We are seeking motivated and results-driven Independent Sales Contractors to join our team. In this role, you will be responsible for selling When Then Project's active shooter training software to police departments across the country. As a representative of our company, you will work independently to identify, engage, and build strong relationships with decision-makers in law enforcement agencies.

We are looking for contractors that are interested in making a national impact on police responses to critical incidents.

Job Benefits:

- *Flexibility and No Set Hours:* As an independent sales contractor with When Then Project, you will have the freedom to work at your own pace and create your own schedule. This flexibility allows you to balance your professional and personal commitments effectively.
- *Unlimited Earning Potential:* As an independent sales contractor, your earning potential is not limited by a fixed salary. You can earn commission-based compensation, which means your income is directly tied to your sales performance. The more successful you are in selling When Then Project's active shooter training software, the more you can earn.
- *Utilize Your Existing Network:* One of the advantages of this role is the opportunity to leverage your existing network. You can tap into your connections within the law enforcement community or relevant industries to easily identify potential customers and build relationships.
- *Professional Growth:* Working as an independent sales contractor offers ample opportunities for professional growth and development. You will enhance your sales skills, negotiation techniques, and ability to build strong Customer relationships. Additionally, you will gain valuable experience in the law enforcement and software industries, positioning yourself for future career opportunities.



- *Ongoing Support:* While you have the freedom to work independently, When Then Project provides ongoing support and resources to assist you in your sales efforts. You will have access to training materials and marketing collateral. This support ensures you have the necessary tools to succeed in your role.

Requirements:

When Then Project is law enforcement owned and serves to improve police responses. As such, candidates must possess the following personal traits: **good character, honesty, integrity, adaptability, and professionalism.**

1. Excellent communication and interpersonal skills, with the ability to build rapport and establish trust with Customers.
2. Self-motivated and driven.
3. Strong understanding of law enforcement organizations, protocols, and training practices.
4. Ability to work independently and manage your own sales pipeline effectively.
5. Ability to learn and utilize CRM software to manage customer interactions and sales activities.
6. Preferred: Proven track record in sales, preferably in law enforcement or the software industry.

Responsibilities:

1. Prospect and identify potential customers within the law enforcement sector, particularly police departments, sheriff's offices, and other relevant agencies.
2. Initiate contact and establish rapport with key decision-makers, such as police chiefs, training officers, and command staff, through effective communication channels (phone calls, emails, presentations, etc.).
3. Deliver compelling sales presentations, product demonstrations, and proposals to showcase the value and benefits of When Then Project's active shooter training software.
4. Collaborate with the internal sales team to develop customized solutions that address the specific requirements of each customer.
5. Maintain accurate and up-to-date records of sales activities, customer interactions, and opportunities in the CRM system.
6. Continuously update your knowledge about industry trends, competitive products, and the latest advancements in active shooter training technology.
7. May attend industry conferences, trade shows, and networking events to expand your professional network and promote When Then Project's offerings.



8. Provide regular feedback and insights from the field to the sales and marketing teams to enhance our product offerings and sales strategies.
9. Conduct thorough research to understand the unique needs and challenges and requirements of potential customer agencies.

Join Our Team:

Join When Then Project and make a significant impact on the safety and preparedness of law enforcement agencies across the nation. As an independent sales contractor, you will have the opportunity to work at your own pace and contribute to improving police responses nationwide.

Please submit a resume and cover letter to blangham@whenthenproject.org for consideration.

Apply today and help shape the future of police training.

Equal Opportunity Employer Statement:

When Then Project, LLC is an equal opportunity employer and is committed to providing equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity or expression, genetic information, veteran status, or any other legally protected status. We prohibit discrimination in all aspects of employment, including recruitment, hiring, compensation, promotion, training, and disciplinary actions. We value diversity and inclusion and strive to create a workplace that reflects the diverse backgrounds and perspectives of our employees. We are dedicated to fostering an environment where all individuals are treated with respect, fairness, and dignity.