

# Blue Voice

## Account Executive (Northeast)

### Job Description

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#### Company Overview:

[Blue Voice](#) is an innovative startup in the AI and public safety space. Blue is a venture-capital backed software platform designed by police leaders, machine learning technologists, Harvard and Wharton MBAs, and veterans. Although founded in 2023, Blue is already used by Boston PD and over 50 other departments in Massachusetts. We are backed by [Signalfire](#) and [LOVC](#).

We developed Blue Voice to help reduce mistakes, save time, improve community interactions, and foster a culture of continual learning. We ensure officers on the street have swift access to vital information to make informed decisions on law, policy, and more. First responders speak or type questions and our app finds and presents the best answers from department-approved documents.

#### Position:

As the AE for Blue Voice in Massachusetts and Northeastern States, you will report to the National Director of Business Development and have direct exposure to the C-Suite. You will play a pivotal role in the rapid growth of new AI technology that saves lives, reduces risk, and makes police operations more efficient. You're in the driver's seat, from sourcing new leads, to launching pilots in person, to collecting payment. As an early hire AE, you will need to be an organized self-starter who is passionate about helping police and optimizing sales processes. You will also have the opportunity to help launch nearby states as well as fire departments and local government. As an early stage hire, you will have substantial responsibility and opportunity for career development.

**Location:** Massachusetts

#### Key Responsibilities:

- **Revenue Growth.** Drive police department adoption in Massachusetts from 50 to 100+ within one year. Source opportunities by leveraging your relationships, nurturing existing department relationships for referrals, and cultivating word-of-mouth among police networks.
- **Account Ownership.** Execute all stages of the sales cycle from end to end. Line up pilots, launch pilots in person, help departments navigate funding, collect contract signatures and payment, and support product launches at new departments.
- **Sales Tracking.** Obsessively organized, tracking leads, payment, signatures, and blockers in each department in the CRM. Professionalize tracking to the highest standard.
- **Process Excellence.** Take initiative to track, tweak, and optimize the sales process.
- **Market Feedback.** Collect feedback on the product, key selling points and challenges.
- **Content creation.** Capture testimonials and endorsements to promote word of mouth.
- **Event Representation.** Represent Blue Voice at relevant meetings and conferences in the region to network, generate leads, and promote the platform.
- **Future Growth.** In future years, enthusiastically sell into police departments in nearby states including in person travel, as well as fire departments and local governments in MA and beyond.

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**Basic Qualifications:**

- Bachelor's degree.
- Proven top-performing AE with a minimum of 3+ years of experience in law enforcement sales. (Applicants with 10+ years of experience are also welcome.)
- Based in MA and enthusiastic to engage customers in-person on a weekly basis.
- Familiarity navigating police funding sources.
- A network of Chiefs and command staff in Massachusetts.
- Excellent written and verbal communication skills. Capable of engaging with diverse audiences.
- Experience and competence with CRM tracking.
- Ability to drive and/or travel to various departments in the NE region.

**Preferred Qualifications:**

- Experience selling software to small, medium, and large police departments.
- Experience collecting payment and signatures from departments.
- Rolodex in the NE region and experience or exposure to fire and local government.
- Experience with content creation such as testimonials and professional email campaigns.
- Experience with technology demos or low-complexity implementation (ideal but not necessary – the software is extremely simple to use and can be rolled out in 1-2 hours).

**Personality Traits:**

- Charismatic and persuasive, with exceptional interpersonal skills.
- Extroverted and comfortable socializing with law enforcement.
- Strong personal connection to first responders, whether through family, friends, or lived experiences, fostering a deep understanding of the challenges faced by officers and departments.
- No ego. Capable of giving and receiving feedback dispassionately.
- Extremely organized and detail-oriented with a passion for optimizing the sales process.
- Adaptable in a fast-changing environment with evolving priorities.

**Benefits:**

- Competitive OTEs and uncapped commissions.
- Exposure to VC-backed, cutting edge AI at a fast-growing startup.
- Ownership, autonomy, and opportunity for future sales leadership.
- Flexible working hours and opportunity for travel.
- Comprehensive health benefits.

For more information or to apply, please send your resume or LinkedIn to [admin@bluevoice.io](mailto:admin@bluevoice.io).

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Blue Voice is an equal opportunity employer. We are committed to building a diverse and inclusive team and encourage applications from candidates of all backgrounds and experiences.