

Fire Alarm and/or Low Voltage System Sales Representative

Pyro-Comm Systems, Inc.- Huntington Beach, CA

Description

Sales Representative is responsible for the direct sales of products and services within an assigned territory; position carries a direct quota assignment. Activities include promotion and sales of fire alarm systems and low voltage integrated systems. The Sales Representative will utilize creative lead generation techniques, develop / expand existing and new business by maintaining strong relationships with multiple customer departments and key decision makers. The Sales Representative will conduct commercial and residential surveys to support the development of estimates, follow up of leads and maintain accurate and complete records of all sales related activities, including submission of required sales reports, expenses, competitive activity and correspondence in an accurate and timely manner.

RESPONSIBILITIES:

- Establish contact with prospective clients and qualify potential buyers by scheduling sales calls, lead follow-up and utilizing outlined marketing strategies.
- Drive sales utilizing various service offerings to decision-makers of fire alarm in an assigned geographic or vertical market territory.
- Develop a positive ongoing relationship with customers and internal employees/support personnel that will achieve results.
- Complete sales reports and forecasts.
- Assess current client needs and develop a sales strategy to meet those needs & locate new customers.
- Perform a limited amount of customer service duties for existing clients.
- Conduct building surveys to create quotes and demonstrate product/service features and benefits.
- Leverage existing customer base by offering add-on services, upgraded coverage.

QUALIFICATIONS:

- At least three years of industry experience as a sales representative.
- Must have a working knowledge of multiple fire alarm control panels and/or low voltage systems.
- NICET certification for fire alarm (preferred, not required)
- Experience working with Electrical Contractors and General Contractors.
- Technical aptitude and understanding of drawings and codes. (i.e. NFPA72)
- Excellent communication skills and relationship building skills.
- Excellent time management and organizational skills, ability to multi-task in a fast paced sales environment.
- Exceptional skill in qualifying opportunities, verbal presentations and objection resolution.
- Proven sales track record of regularly meeting/exceeding assigned sales plans and quotas.
- Ability to work individually with minimal supervision as well as part of a team.
- Proficiency in using sales data/call reporting software/applications.
- Ability to pass criminal background check, MVR and drug screening.

For consideration please reply to this post or contact hr@pyrocomm.com