

Fire Alarm / Security Account Executive

Duration	Full Time
Desired Education	Bachelors
Desired Experience	3-5 Years Three years plus of proven sales track record in integrated security solutions and/or 3 years of engineering/design of integrated security solutions

Responsibilities	<p>Account Executive with a dedicated focus on the fire and/or security business. This sales professional will prospect, cultivate, and secure sales opportunities within the local market utilizing recognized effective lead generation techniques.</p> <ul style="list-style-type: none">- Cultivate and close projects and associated service opportunities with strategic end-use customers in the market.- Meet directly with customers to establish needs and drive the overall sales process.- Work with Operations personnel to execute growth, development, sales and marketing of all solutions offered.- Conduct customer site walkthroughs and estimate both new system installations and service
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Skills	<p>Fire Alarm and/or Security systems design and operation knowledge and a general understanding of building electrical systems and door hardware requirements preferred.</p> <ul style="list-style-type: none">- Proven background with reviewing fire/security design specifications & plans.- Knowledge of Fire/Security Management Systems.- Formal strategic selling or other type of professional sales training.- Excellent verbal, written and presentation skills.
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Other	<p>Our company offers a comprehensive benefits package designed to meet the diverse needs of our colleagues and their families including;</p> <ul style="list-style-type: none">- Medical, Dental & Vision plan- Flexible Spending accounts- 401K Matching Plan- Wellness program- Colleague assistance program- Life insurance & disability plan- Base salary plus incentive- Vehicle reimbursement plan
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