

Sales Account Executives

Job Description

SecurAlarm Systems, Inc., a local leader in the security system installation industry, is seeking a qualified sales engineering consultant in the West Michigan territory.

We have an immediate opening for an Account Executive responsible for new business development activities, managing and controlling the sales cycle and designing integrated security system solutions for commercial clients.

We provide full benefits and excellent wages.

Job Responsibilities

Responsibilities include but are not limited to:

- Identify, qualify, and develop a continuous list of target prospects making calls to all buying levels to determine needs and opportunity
- Manage and control the sales cycle; from initial contact through needs analysis, product selection, system design, solution development, product demonstration, proposal, sale, and installation
- Meet monthly quote goals and monthly sales goals for installation and monthly recurring revenue categories.

Qualifications:

Knowledge:

- Two to three years of business-to-business executive level sales experience
- Knowledge in access control systems and video surveillance systems (preferred)
- Bachelor's Degree (desired)

Talents and Skills:

- Ability to develop strong business relationships with clients through a positive personal business image and consultative approach to selling
- Successful track record selling product and/or service solutions to corporate decision-makers at facilities, purchasing, human resources, finance and executive levels
- Well-developed sales skills in prospecting, qualifying, and closing business; gained through experience as well as a formal sales training program
- Security system experience a plus

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