

Account Manager

Job Description:

A leading security company in Grand Rapids, Michigan is seeking a highly motivated, proactive sales candidate to help nurture and grow our existing client base.

SecurAlarm Systems is a talent based organization that prides itself on having a "best in class" team that provides "best in class" products and services to our clients and has recently been honored as one of West Michigan's 101 Best and Brightest Companies to Work For. We offer our employees competitive wages and benefits as well as continuous training opportunities to help advance the development of our talent.

We have an immediate opening for an Account Manager position that is responsible for developing strategies with our Account Executives for new business opportunities as well as nurturing our existing client base.

Job responsibilities:

Responsibilities include but are not limited to:

- Proactively cultivating our existing client base by providing best in class relationship management
- Working collaboratively with Account Executives to secure new business opportunities
- Achieving quarterly, volume based sales goals for products, maintenance agreements, and services
- Working collaboratively with Engineering in the design of security solutions and Project Management as projects are sold

Qualifications:

Knowledge:

- 2 to 3 years in business to business account management
- Knowledge in access control systems and video surveillance systems (preferred)
- Bachelors 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 engineering/design experience a plus

SecurAlarm Systems is an Equal Opportunity Employer. Qualified individuals may send a resume to hr@securalarm.com or fax 616-773-6453.

EOE