

Sales Consultant

Contacting potential corporate clients and developing relationships, providing analysis, creating and delivering effective sales presentations, preparing proposals and providing personalized customer service. This position requires strong verbal and written communication skills, the ability to go out into the business community to network and search for new business, maintain and expand existing business, and the drive to provide excellent customer service.

Responsibilities

- Create new market share by selling Sonitrol Security products and services to new commercial customers
- Log sales prospects and activity in Goldmine.
- Generate a minimum of 5 New Security Quotes on a weekly basis.
- Utilize approved marketing materials to include the Commercial Security sales presentation and proposal to prospects, assuring the customer understands our value proposition, positive features, benefits and advantages of our products and services over those of the competition.
- Follow up with prospects.
- Maintain an in-depth knowledge of complete line of products/services and customers' issues and needs through in-house training and reading/research.
- Obtain referrals and work with Centers of Influence.
- Ability to pass criminal background check and drug test

Requirements

- College degree preferred
- 1-2 years preferred experience (security sales or related industry)
- This position will be based out of the greater charlotte area and surrounding counties
- Excellent oral and written communication skills required
- Highly motivated and success driven

Full Time Position