



J O B D E S C R I P T I O N

SALES PROFESSIONAL

Hiring in the following states: NH, VT, MA, ME and RI.

When it comes to your home and business, we understand that safety is always of the utmost importance. That's why at Granite State Technical, we've made it our mission to provide high-quality security and audio products for our clients. As experts in the industry, we have the experience needed to help you design and build the perfect solution for all your security needs. From cameras and digital imagery to facial recognition, thermal scans, and more, you'll find a wide selection of products to help provide you with peace of mind. For more information, visit www.granitestatetechnical.com or follow us on LinkedIn and Facebook.

Position Summary:

This is a Senior level sales professional that specializes in growing customer verticals within commercial intrusion, fire, access control, surveillance products and services. This individual will work within an assigned territory to provide a consultative, integrated solution to potential and existing commercial customers.

Essential Duties:

- Create new market share through prospecting and developing a new customer base.
- Strengthen existing customer partnerships within commercial accounts.
- Cultivate new leads through referrals, company provided leads, networking groups and cold- calling.
- Efficiently manage territory resources to maximize daily production and customer relationships.
- Provide security consultations to customers that include design, scope of work, theory of operation and solution integration.
- Promote and cross sell all GST products and services.
- Collaborate with product and manufacturing representatives and operational counterparts.



JOB DESCRIPTION CONT.

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Minimum Qualifications:

- High School Diploma or GED.
- Minimum 5 years of sales experience and 3 years in the security industry.
- Proficient in system design applications, bidding tools, customer management, Microsoft, etc.
- Experience with integrated video surveillance and access control.

Skills:

- Expert in customer relationships, conflict resolution, negotiation, and customer service.
- Excellent communication and presentation skills with the ability to present to executives.
- Proven ability to generate leads
- Strong Negotiation Skills
- Business Acumen
- Functional/Technical Skills
- Results driven
- Team Oriented
- Problem Solving
- Forward Thinker

Other:

- Must have valid driver's license issued by the State in which they reside

Rewards and Benefits:

- Unlimited Compensation - Earn what you want!
- Mileage and Cell Phone Reimbursement.
- Medical, Dental, Vision, and Supplementary Insurance Plans
- 401k Match
- Tuition Reimbursement, Corporate Discounts, Flexible Spending Accounts.
- Paid Holidays.

Granite State Technical is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

EXCEPTIONAL SECURITY SYSTEMS
AND SERVICES
FOR HOME AND BUSINESSES

(603) 263 4785
GRANITESTATETECHNICAL.COM