



FAIRCHILD

COMMUNICATION SYSTEMS, INC.

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Service Sales Representative – Fort Wayne

The primary role of the Service Sales Representative is to maintain and grow sales of service contracts for Fire Alarm Inspections, Fire Alarm System, Nurse Call Systems, Security Burglar / CCTV Systems, Sound Systems, and Access Control Systems. The Service Sales Rep should also be able to:

- Identify customer needs, and develop sales strategies to meet their goals.
- Establish contact with potential buyers by scheduling sales calls & following up on leads
- Develop and maintain a sales strategy to gain the customer's understanding of our company's products, services and maintain appropriate documentation
- Conduct seminars, demonstrations, etc. in order to generate, develop, all leads for potential customers
- Develop and prepare proposals, perform necessary follow-up for successful closing of the sales
- Interface with all levels of customers from District Operations Teams or Managers, Maintenance supervisors and Property owners to deliver and improve their costume service contracts
- Deliver sales against an assigned quota
- Report progress to the Branch Manager on a weekly and monthly basis
- Participate in special product demonstrations, trade shows, and other events with the goal of increasing sales while maintaining a good company image

Preferred candidate will have:

- Degree in business, engineering, business or equivalent work experience
- 3-5 years sales experience in Electronic sales, business to business sales or similar industry
- Ability to quickly identify sales opportunities
- High degree of self-discipline, motivation and success driven
- Experience working with end users
- Good oral and written communication skills and honest sales techniques
- Valid driver's license with an acceptable driving history
- Must be able to pass a background check, Motor Vehicle Record check and drug screening
- Technical background is a plus but NOT required

Submit a note of introduction and resume to:

careers@fairchildcommunications.com