



## SPRINKLER

WET/DRY SYSTEMS      HOOD SYSTEMS  
PRE-ACTION SYSTEM      FM200  
FIRE EXTINGUISHERS      CO2 SYSTEM

## INTEGRATION

SECURITY SYSTEMS      FIRE ALARM  
ACCESS CONTROL      CCTV  
PHOTO ID SOLUTIONS      MONITORING

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## **Service Sales Representative - Columbus**

The Service Sales Representative's responsibility is to generate recurring sales from fire alarm, fire sprinkler, security, and special hazard systems. This will be accomplished by developing a long term service solution for recently completed construction projects, existing customers, and competitive prospects. Service agreements consist of test and inspections, preventive maintenance, monitoring, and other services.

### **Core Responsibilities:**

- Responsible for development of recurring service.
- Cold-Calling and conducting outside sales calls on a consistent basis.
- Establish prospects and qualify potential buyers of service agreements.
- Develop a positive ongoing relationship with customers.
- Generate service repair leads.
- Create proposals for service agreements.
- Conduct sales presentations.
- Conduct building surveys.
- Actively participate in networking groups.
- Actively participate, educate, and promote industry knowledge.

### **Peripheral Responsibilities:**

- Assist in marketing initiatives.
- Develop a sound understanding of all product lines and services offered.

### **Skills:**

- Exceptional customer service, thoroughness, and self-motivation
- Excellent communication skills.
- Strong work ethic and competitive spirit.
- Able to work with minimal supervision.
- Good decision making skills and detail oriented
- Ability to read and interpret blueprints and other technical documents.
- Proficient in Microsoft Office (Word, Excel & PowerPoint)
- Valid driver's license with a clean driving record.