



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

Fire Sprinkler Sales Representative - Toledo

The primary role of this position is to identify, promote, and sell Fire Protection Solutions (systems). Must be able to prospect and qualify sales calls, follow up on leads, listen and record customer's issues and then determine if A1 has an appropriate fire protection solution to match their needs; Maintain established business partnerships through regular customer care; participate in networking groups, educational seminars, and expanding and bettering A1's market image.

Core Responsibilities:

- Execute agreed upon sales plan for territory.
- Cold-calling and conducting outside sales calls on a consistent basis.
- Conduct sales presentations, seminars, and demonstrations.
- Actively participate in networking groups.
- Actively participate, educate, and promote industry knowledge.
- Cultivate a positive ongoing relationship with customers.
- Create proposals clearly addressing customer needs with a financial justification.
- Conduct building surveys.

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.

Please apply at:
A-1 Sprinkler & Systems Integration
www.a1ssi.com
800.859.6198