

CAREER OPPORTUNITY



Are you looking for a career with purpose that helps you protect and secure your community while maximizing your potential? As a **Sales Representative**, you will meet homeowners and business leaders to evaluate and advise on their security and automation solutions. Come join us in making an impact at the highest level - at Defcon One Security, Inc.

Defcon Ones Security, Inc. is a residential and small business security and interactive automation solutions provider. With Honeywell, the leading security equipment manufacturer in the industry, we are able to deliver cutting edge technology to our customers.

Residential and Small Business Sales Representative

Responsibilities

- Develops and maintains an active lead generation plan through the use of cold calling, referrals and networking.
- Setting appointments with prospective clients and meeting with them at their home or business.
- Plans a sales approach designed to determine the prospect's needs and wants for the product/services offered.
- Establish trust and rapport with the prospective client, performing an in-depth security needs analysis and providing timely and effective sales presentations to prospective customer.
- Conducts job surveys specifying the type of systems needed, provides a proposal and layout as a basis for the Solution.
- Exhibits a thorough knowledge of all pricing and procedures to ensure that proposals are accurate.
- Accompanies the installation team to the initial job start to ensure the customer requirements are confirmed.
- Follows-up after completion of the installation to make certain that the system is working properly, to explain its operation to the customer, and maintain a rapport that will result in continual referrals.
- Operates within the general policies and procedures of Defcon One Security; guided by generally accepted alarm industry practices, local ordinances, and U.L. requirements.
- Establish Defcon One Security as the premier choice in a competitive market by focusing on value and customer intimacy.

Job Requirements

Education/Certification:

- High School degree or equivalent.
- Bachelor's Degree Preferred but not required (Speech Communication or Business degree)

Experience:

- 2 + years of sales experience or a desire to begin a career in sales.

Skills:

- Excellent interpersonal skills, action oriented with an entrepreneurial drive.
- Possess strong communication, time management and organization skills.
- Confident and outgoing, with a competitive spirit.
- Uphold excellent personal & ethical standards of business.
- Local travel ability, work evenings and/or weekend hours as needed.
- Valid state driver's license, reliable transportation & satisfactory driving record.
- Must work a full time schedule.
- Must be able to pass Criminal Background and Drug Screening.
- Sec. 1702.113. Texas D.P.S. Private Security Bureau: Certificate of Registration requirement, minimum 18 years of age.

Qualified applicants please submit your resume to careers@DefconOneSecurity.com

All qualified applicants that apply will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, national origin, disability or protected veteran status.