



Experienced Security & Low Voltage Sales Professional

Are you looking for a Security & Low Voltage Sales Position with an established and well-respected, locally owned and operated East TN company?

Want a full-time sales job that values your past experience with base salary, benefits, company car, reasonable hours, and where you can earn unlimited commission?

Do you want your professional growth to be in an environment where community connections, strong customer service, customer loyalty, employee satisfaction, and ongoing product development drives the company forward?

We are looking for an experienced candidate who has great attention to detail, a proven ability to deliver excellent customer service in a consultative sales based environment, and who enjoys the challenge of finding solutions for their clients using modern security, automation, and A/V technology.

Job Summary:

As a Consultative Low Voltage Sales Professional you will be responsible for selling security, monitoring services, access control, video surveillance, automation systems, and AV to business and home owners in the Greater Knoxville Metro area. You will be a key part in building our customer community, while maintaining our company's commitment to strong ethics and customer service.

The role requires an outgoing and friendly communication style, excellent time management skills, and the ability to influence and build ongoing positive relationships.

Responsibilities Include:

- Entering customer information in a company database, and utilizing that system for customer management of prospects and clients.
- Understanding security and technology needs of customers to determine appropriate solutions.
- Performing in-person security and technology assessments of homes, buildings and facilities, and designing the right system to meet the needs of the customer.
- Utilizing, and being comfortable with, all aspects of sales including: asking for and following up on referrals, cold calling, timely follow-up to company-generated leads, emailing, prospect and lead cultivation, and delivering sales presentations and proposals to potential customers with timely follow-up.
- Ensuring customer satisfaction before, during and after job completion.

Qualifications:

Applicants must have experience in sales, specifically in the security industry; with preference given to anyone with commercial as well as residential experience.

The ideal candidate will be a highly motivated, positive, self-starter, with excellent written and oral communication skills.

Other Desirable Attributes:

- High energy and forward thinking
- Strong team-player mentality
- Consistent desire to exceed customer expectations
- Understanding of low voltage wiring, basic construction methods and materials, and building plans

Requirements:

- Previous experience selling security and technology solutions.
- Degree from College or University; with minimum of three years related outside sales experience; OR equivalent combination of education and experience.
- Ability to pass a pre-employment drug screen and a background check, and become registered through the State of Tennessee Dept. of Commerce and Insurance.

Benefits:

- Salary + Unlimited Commission
- Company Car
- Company Laptop
- Paid Sales Expenses
- Employee Discount
- Paid Time Off
- Health Insurance
- Life Insurance
- Paid Training
- Professional Development Assistance

If this position sounds like a good fit for you, we would love to hear from you. Please submit a cover letter and resume addressing the requirements of this role. Send to [info\(at\)hissecurity.net](mailto:info@hissecurity.net)

His Security & Technology specializes in all forms of modern high-end residential, commercial and industrial electronic security technologies and integration, including: Security, Access Systems, Video Surveillance, as well as Smart Technology. We also serve the East TN community with structured cabling, A/V, and other technology solutions. We provide state-of-the-art security solutions from design to integration, with our experienced and certified staff cross-trained in the field of Information Technology for modern networked security integration needs.

His Security - Knoxville, TN
TN Lic # 1545

Est. \$50K/year minimum (base salary + minimum sales quota commissions)

Job Type: Full-time