

Job Type Sales
Job Location Kansas-Wichita
Job Title Outside Sales Representative

Job Description

ISAlarm is seeking an Outside Sales Representative to contribute and share in our company's rapid growth. An OSR is responsible for providing sales support and generating new sales through sales development skills, superior communication skills with a background in technology.

Essential Duties and Responsibilities

- Identify, promote, and sell burglar alarm systems, card access control, surveillance systems, and monitoring contracts.
- Identify key players, research and obtain business requirements, and present TkFast solutions to begin sales cycle.
- Work closely with the Vice-President of Sales & Marketing to determine a strategic approach.
- Develop a personal business plan to meet and exceed sales objectives and goals.

Required knowledge, skills, education and experience:

- 0 - 1 year outside sales or lead qualification experience.
- General understanding of: Outlook, Word, Excel, PowerPoint, IE v7, and technology in general.
- Strong phone presence and enthusiasm combined with a consultative sales approach; outstanding follow-up and attention to detail.
- Capacity to make high volume of calls.
- Strong communication and listening skills.
- Proven sales volume track record.
- Must be organized, detail oriented and self motivated.
- Drug test and Security and Background check.
- High School diploma or better.

Salary Information Base plus commission. \$20k-\$60k+

Contact Information

Please send resumes to jobs@isalarm.com or fax (316) 616-0487.
Feel free to visit website www.isalarm.com or call (316) 440-4444.