



Electronic System Sales Representative

The Suppression System Incorporated, SSI, Electronic System Sales Representative is responsible for generating sales of building fire alarm systems and specialty detection systems. Assumes responsibility for improving sales within territory by developing relationships with end users, electrical contractors, general contractors, and property management companies. This is a perfect opportunity for a motivated and driven individual who is interest in making a successful career in sales.

Position Summary:

- Generate new business and nurture existing customer relationships.
- Establish contact with prospects and potential buyers by cold calling, scheduling sales calls, following up on internal leads, and execute outlined marketing strategies.
- Develop sales plan, monitor forecasts, plan and schedule sales calls, conduct prospect analysis, and track customer orders.
- Review construction project plans, requirements, drawings, and specifications.
- Write proposals, issue quotations and follow-up on offers in a timely manner by phone or personal visit.
- Work with customers to define their needs and develop value-engineering solutions to solve them.
- Submit all required sales reports, data, expenses, and correspondence in an accurate and timely manner.
- Prepare sales presentations to support products and distribution at potential clients.
- Maintain an understanding of National Fire Protection Association (NFPA), Underwriters Laboratories (UL), Factory Mutual (FM), and local Authorities Having Jurisdiction (AHJ) codes and requirements as they apply to fire protection and life safety.
- Develop project specifications to aid consulting engineers. Consult with engineering firms in an effort to promote usage of products in upcoming projects.
- Conduct coordination with Design and Operations Department to ensure proper hand-off of job information.
- Develop and maintain an active proposal backlog that supports the established sales plan.
- Maintain the confidentiality of all information processed.

Critical Skills:

- Strong organization and time management skills.
- Well-developed active listening, critical thinking and deductive reasoning skills.
- Advanced written, verbal, presentation and interpersonal communication skills.

Job Qualifications:

- Experience in business-to-business sales.
- High School diploma or GED, College Degree a plus.
- Experience in other low voltage systems a plus.
- Knowledge of NFPA and IFC.
- Ability to work well in a team environment.
- Proficient in use of Microsoft Office Suite (Excel, Word, Outlook).
- Pass a pre-employment drug test, as well as background and reference checks.

SSI offers a generous compensation package and benefit package including:

- **Full medical**
- **Dental and vision**
- **Company 401k retirement plan**
- **Paid Training**
- **Tuition Reimbursement**
- **Vehicle Allowance**
- **And so much more!**

SSI is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or veteran status.

Whether you're seeking a new career in an exciting, challenging and growing field, or you have experience in the fire suppression, alarm, or sprinkler industries, we are interested in hearing from you now! Apply today online at humanresources@SuppressionSystems.com or call us at 610-709-5000 for more information.

"Great Knowledge, Great Service, – It's That Simple!".