



Engineered System Sales Representative

The Suppression System Inc., SSI, Engineered System Sales Representative is responsible for generating sales of engineered fire protection 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 position 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 executing 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 distribute them to 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.
- Join industry associations and participate in monthly meetings.
- 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 the 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.

Required:

Experience in business-to-business sales. High School diploma or General Educational Development Diploma (GED). Knowledge of NFPA and IFC. Ability to work well in a team environment. Proficient in use of Microsoft Office Suite (Excel, Word, Outlook). Strong organization and time management skills. Well-developed active listening, critical thinking and deductive reasoning skills. Advanced written, verbal, presentation and interpersonal communication skills. Pass a pre-employment drug screening, as well as background and reference checks.

Preferred:

Fire protection industry experience. NICET Certification.

SSI offers a generous compensation package and benefits package including:

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

This position offers a base salary plus commission, performance-based bonus, and auto allowance.

SSI is an Equal Opportunity Employer/Veterans/Disabled. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, or protected veteran status, and will not be discriminated against on the basis of disability.

If you are interested in applying for employment with Suppression Systems, Inc. and need special assistance or reasonable accommodation to apply for a posted position, contact our Human Resources department by emailing humanresources@SuppressionSystems.com.

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