



POSITION AVAILABLE SALES

We currently have opportunities for Sales Professionals to join our organization. Securityhunter is a Mid-Atlantic based security solution provider specialized in electronic security products and services. We are a successful 20 year old company with a solid reputation for outstanding service to our commercial and government clients.

Account Managers are responsible for selling **video surveillance, access control, intrusion detection, and RFID systems and monitoring and maintenance services** and account management of either commercial OR government, business to business accounts in the mid-Atlantic region.

Primary duties include, account development (with the support of inside sales), solution development (with assistance of the systems engineering department), proposal writing as well as account maintenance of existing customers, and development of new solutions in these accounts.

This highly motivated and personable Account Manager will be responsible for:

- Generating leads and prospecting in a Business to Business sales environment
- Creating proposals and maintaining a weekly activity funnel
- Exceeding monthly sales quotas
- Being the customer champion

As an employee of our organization you will be supported with:

- A competitive compensation plan including a base/draw and commissions
- Health Insurance Plan, Retirement Plan
- On-the job sales training & product training

Requirements

If you have the following qualifications, we want to meet you:

- Ability to succeed in a competitive environment
- Strong closing and communication skills
- sales and account management fundamentals
- Ability to quickly assimilate new technology concepts
- Self-starter attitude
- Related selling experience
- Some College
- Valid drivers license and good driving record

If you have the drive to succeed, we have the job that can meet or exceed your expectations.