



Applications Accepted By:	
FAX OR E-MAIL: 888.446.7416 or merrill@fireteamsecurity.com Subject Line: Outside Sales Attention: hr@fireteamsecurity.com	MAIL: Fire Team Security, Inc. 2297 Tall Grass Rd. Unit J Grand Junction, CO 81505
Job Description	
ROLE AND RESPONSIBILITIES <p>Outside Sales Representatives are responsible to prospect and generate new commercial business. This position requires cold calling on commercial customers and prospects in the field. You will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making multiple cold calls per day, working with channel partners, generating interest, qualifying prospects and closing sales. Source new sales opportunities through leads, cold calls and emails.</p> <ul style="list-style-type: none">• Understand customer needs and requirements• Work with Engineering to propose customer solutions that are compliant with appropriate local, state and federal regulations• Identify leads, manage prospects and acquire new business• Close sales and achieve quarterly quotas• Follow through with all necessary paperwork, documentation and post-sales support to proceed smoothly, performing customer service as needed• Develop sales opportunities by researching and identifying potential accounts• Solicit new accounts; building rapport; providing technical information and explanations• Complete scheduled and cold call prospecting activities to establish first and follow up appointments with customer decision makers• Utilize TigerPaw on a daily basis, scheduling and documenting activities, and developing prospective customer profiles• Develop and maintain an awareness of market behavior and competitive trends and respond accordingly• Team with channel partners to build pipeline, visit prospects and close deals• Prepare and deliver sales proposals/presentations and follow up with key decision makers• Regularly meet with Sales Manager to review weekly sales activities, progress on goals, and status of prospective customers• Develop an effective and productive working relationship with Inside Sales Associates, Engineering and support personnel• Excellent verbal and written communications skills• Strong listening and presentation skills• Ability to multi-task, prioritize, and manage time effectively• Updates job knowledge by studying new product descriptions	



- Participate in educational opportunities
- Accomplish department and organization goals by accepting ownership for accomplishing new and different requests
- Explore opportunities to add value to job accomplishments
- Other duties, as assigned

Previous Sales Experience preferred.

PREFERRED SKILLS

Computer skills / word/excel

CRM Experience

Organized

Honest

ADDITIONAL NOTES

Sales goals will be initially provided in Offer Letter. Sales goals will be adjusted quarterly based on region and demographics.