

**Join Northeast Ohio's Security industry leader!
We pay for experience!**

Due to significant growth, we are seeking Commercial Sales Representatives for the greater Cleveland, OH area.

Gillmore Security is proud to offer:

- Competitive base salary with uncapped commissions
- Vehicle allowance/reimbursement
- Cell phone and iPad
- Medical, dental, and vision insurance
- Paid holidays
- Year-round stability
- Excellent on-going training program
- Paid vacation
- Growth opportunities
- **Leads provided**

The Commercial Sales Consultant will represent Gillmore Security Systems in the Commercial Security Market. This individual's focus is to expand our wallet share with existing customers utilizing proactive touch strategies while also marketing for new business opportunities & clients. This individual's success will rely heavily on their ability to build and foster positive internal/external relationships and tenacious follow up and follow through. Gillmore is a growing company whose reputation has been built on "heroic" customer service. We are looking for individuals who hold themselves to a higher standard and want to be part to the best team that NE Ohio has to offer.

Responsibilities include:

- Proactively seek out new customers through networking groups, trade shows, client relationships, etc.
- Provide customers with security, life safety, access, video and lifestyle solutions based on needs analysis
- Maintain communication with existing customer base and keep them apprised of new products and services
- Follow up with existing customers and prospects on a frequent and timely basis.
- Maintain a thorough understanding of the features and benefits related to all relevant product offerings and services
- Use existing CRM tools to track and process sales related transactions including required contractual and internal job-related documentation
- Achieve monthly, quarterly and annual sales goals as set by management

Qualifications include:

- High school diploma/GED
- 2+ years successful outside sales experience
- Security sales experience is a plus
- Excellent closing skills
- Customer-centric attitude
- Proven aptitude for technical learning.
- Must pass a background check and drug test.
- Must have valid driver's license and insured vehicle that can be driven locally for business appointments.
- Excellent communication skills – verbal, written and presentation
- Self-motivated

Gillmore Security is in the business of making families and businesses safe. By focusing on superior customer service, honesty and integrity, Gillmore Security has separated itself from local and national competition. Committed to protecting Northeast Ohio, **Gillmore Security** forms trusted relationship with every residential and commercial customer. Learn more about us at www.gillmoresecurity.com.

We firmly believe that our company is only as good as the people we employ. Join a company that values its employees and rewards them for a job well done!

For immediate consideration, please apply and attach a copy of your resume and cover letter stating why you feel you would be the best fit for this Commercial Sales role.

Email: hr@gillmoresecurity.com