

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

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

Gillmore Security is proud to offer:

- Competitive base salary with uncapped commissions
- First-year income \$60K-\$90K+
- Top 10-20% of performers can earn \$\$100K+401K with match
- 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**

Your proven track record in sales, combined with relationship building skills and our proprietary training, will allow you to shine in this key Residential/Light Commercial Sales role. You will be responsible to establish and grow the residential market by identifying and troubleshooting customer needs, presenting information, and providing excellent customer service!

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
- Maintain a thorough understanding of the features and benefits related to all relevant product offerings and services
- Educate/train customers on the use of existing and newly installed systems
- 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
- 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 Residential/Light Commercial Sales role.

Email: hr@gillmoresecurity.com