

## **Career Opportunity with United Electric Alarm Sales Representative**

**United Electric, headquartered in the Sarasota / Bradenton area of Florida** is conducting a search for an **Alarm Sales Representative**. The position reports to the Integrated Systems Manager and serves as a sales consultant representing the alarm and monitoring facets of the company. United Electric, is an Authorized Monitronics Dealer. We provide sales and installation of security, fire, surveillance & home integration systems, as well as electrical contracting services. Please send your resume to United Electric at [careers@unitedelectric.biz](mailto:careers@unitedelectric.biz) .

### **You will:**

- Be responsible for designing and selling protection devices and monitoring services to consumers. This is an outside sales position, not a phone room.
- Conduct effective and professional sales presentations to homeowners and/or businesses.
- Report weekly to sales meetings.
- Run primarily self-generated as well as pre-set sales leads and maintain a high closing ratio.
- Also generate new business through door knocking, referrals, cold calls and various sources.
- Maintain professionalism, integrity and high standards of customer satisfaction.
- Consult with clients after sales or contract signing in order to resolve problems and to provide ongoing support.
- Need to understand the selling process and appreciate a commission and bonus environment.

### **You need to have:**

A high School Diploma; A very professional and fashionable appearance; 24 hour access to a reliable vehicle; No criminal record; No drug use; A creative and engaging sales process; Proven track record of accomplishments; The willingness to go above and beyond the call to provide outstanding service to clients; A positive attitude and a willingness to learn; Self motivation; An organized and goal oriented skill set; Excellent oral/written communication skills, especially as regards to communicating technical information and concepts to non-technical customers; The ability and desire to the build United Electric into the area's leading company

Previous experience with alarm sales is a plus, but not required.