

O P P O R T U N I T Y

POSITION: Fire Protection Service Sales

LOCATION: Calgary, AB

DATE POSTED: Feb 3, 2012

POSITION SUMMARY

The Fire Protection Service Sales representative will be focusing on the development of new Service accounts for Fire Alarms, Kitchen Systems and Fire Extinguishers in Calgary and the surrounding area. You will also be responsible for the maintaining relationships with our existing account base by visiting the customers onsite.

DUTIES & RESPONSIBILITIES

Planning: Develop a detailed and results-focused service sales plan. Review the plan quarterly and update as required. Investigate and document competitive market activity and trends.

Customer Relations: Gain a thorough understanding of the customer including their processes and key personnel. Meet with the customer to build relationships towards Levitt-Safety becoming their primary service supplier. Maintain a significant repetitive renewal rate with existing customers.

Consulting: Alone, with manager or technicians, evaluate hazards/opportunities for improvement to determine customer service needs then advise them of the best solution.

Proposals/Pricing: Research and write proposals selling new preventative maintenance agreements on all company products and services, respond to customer quotation requests.

Paperwork: Complete Call Reports, Monthly Summaries, Expense reports and surveys on a timely basis.

Learning: Attend sales meetings, go to training classes, self-improvement. Develop knowledge of product, codes and standards.

Qualifications

- Grade 12 or equivalent
- 3 years experience in Fire Protection Service Sales including Fire Alarms & Kitchen Systems
- Intermediate Level Computer Skills
- Excellent interpersonal and communication skills. Team oriented.
- Ability to work under pressure to achieve sales targets

If you are interested in this position forward your resume to:

Email: hr@levitt-safety.com or fax: 780-461-8371

