



NORTHWESTERN OHIO SECURITY SYSTEMS, INC.

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CAREER OPPORTUNITY

BUSINESS DEVELOPMENT SALES CONSULTANT (Cleveland Area)

Job Description:

We are seeking a Business Development Sales Consultant with proficient skills to build relationships from scratch or to cultivate existing relationships that you currently possess to increase our sales. The salesperson will be trained in security, access, video surveillance, and wireless systems and must have a solid background in sales and marketing. Business development requires a person with people skills to get in the door and create opportunities, and sales skills to close the deal.

- Meet and/or exceed assigned sales objectives and monthly revenue quotas.
- Maintain a pipeline of qualified prospects sufficient to meet monthly quota requirements.
- Maintain revenue and build new revenue within established account base.
- Develop and present well-structured sales proposals (formal/informal) to prospective customers.
- Articulate the purpose, key features, advantages, limitations, and value proposition of company products and services (i.e., Video, Security, and Wireless Networking products).
- Acquire and integrate industry knowledge related to general trends, emerging technologies, competitors, etc. into strategic account planning and sales activities.
- Partner with customers through a strategic and consultative sales approach to understand their business needs, issues, strategies and priorities to deliver a value-adding business solution.
- Identify and qualify prospective customers by telephone, cold call premise visits, and networking.
- Close complex sales engagements with customers by gaining commitment to implement the value-adding product and/or service solution(s).
- Utilize PowerPoint to develop presentations focused on sales solutions responding to client's specific buying needs.

Responsibilities include:

- Identifying contacts and decision makers.
- Developing marketing materials and literature for the decision makers.
- Building relationships with the decision makers.
- Understanding their business and IT needs.
- Explaining products to both IT people and non-IT people so that they understand the benefits of the systems.
- Closing the deal.

Minimum Requirements:

- Two-year associate's degree in a business related field.
- Proven sales experience.
- Strong technical and networking background.
- Very people oriented, friendly, and willing to go out and talk to customers on a daily basis.
- Must be proficient in MS Word, Excel, and Power Point.
- Must have a valid driver's license; be able to pass a background check, and random drug testing.

Benefits include:

- 100% Company-paid employee health insurance
- 401(k) with company matching
- Holiday and vacation time
- Paid training and certifications

To apply for this position, please email your resume to: sales@nwoss.com.