



Life Safety  
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Made Simple

## JOB OPENING

Job Title: Fire Alarm/Security Outside Sales Associate  
Company: Brothers Fire & Security  
Location: Elk River, Minnesota

### Job Summary:

We are seeking a motivated and driven individual who is looking to pursue a sales career in our Fire Alarm/Security Division. Brothers Fire & Security is the Midwest's leading experienced Fire and Security Integration company. We design, build, install, inspect and service fire sprinkler, alarm security safety and suppression systems. Our full complement of services includes fire suppression, fire extinguishing system design, fire sprinkler systems, fire alarm monitoring, system inspection, cameras, card access, mass notification, structured cabling infrastructures and more!

We are currently looking for an outside sales associate to develop new business and new clients for our Fire Alarm/Security Division for the corporate business market. Estimate and/or bid new projects, contractual and service work, monitoring and inspections.

### Primary Duties:

- Develop new customers, new construction, estimates, daily calls and follow up. Promote upgrades to existing systems and additions with existing customers.
- Design and present system recommendations. Convert prospects to customers.
- Monitor and project manage job thru communication with the customer and installation teams.
- Promptly resolve customer concerns by investigating problems, assisting with solutions and making recommendations to appropriate personnel.

### Requirements:

Prefer a minimum of 2 years of experience in fire alarms, monitoring and CCTV card access sales. Must possess strong interpersonal skills along with strong verbal and written communication skills. Exceptional knowledge of fire alarm estimating, product costing and design. Licenses as a Technology Systems Contractor or Power Limited Technician a plus.

### Benefits:

Brothers Fire & Security offers a competitive salary and benefits including medical, dental, Life AD&D, ST and LTD insurance, 401K, HSA and Section 125 plans. For immediate consideration please forward resume with salary requirements to [HR@brothersfire.com](mailto:HR@brothersfire.com). NO AGENCIES PLEASE.