



JOB OPENING: SENIOR SALES EXECUTIVES FOR MARYLAND OFFICE

Do you have extensive system integration and security sales experience? Are you looking to join a team passionate about selling solution-based systems that help businesses protect their people, property and assets? Netronix Integration is seeking seasoned sales candidates to lead our high-growth market locations in Maryland from our Lanham office.

These individuals will perform commercial sales activities towards the achievement of established sales goals and will be responsible for end user, security integrator and consultant development within the region. We are looking for candidates with proven track records of developing end user requirements and having a successful history of solution selling in the security and system integration market.

RESPONSIBILITIES

- Lead generation, qualification and account management
- Identify and work with technology partners that lead to closing end-user sales opportunities
- Engage in extensive customer contact to conduct sales; develop strong customer relationships; introduce and demo new products, identify product applications, and keep accounts informed of product developments
- Work closely with Senior Leadership Team, Operations and Engineering to support Sales and Operations planning efforts
- Regular travel required as needed in the course of leading the sales of this region

REQUIREMENTS

- Minimum 6 years proven outside sales experience
- Must have Physical Security Industry sales experience
- Bachelor's degree or equivalent experience preferred
- Experience with selling solution-based systems into commercial physical security systems environment and closing your own deals
- Strong customer service skills and responsive to customer needs
- Excellent communication (written and verbal) and interpersonal skills
- Excellent problem solving and negotiation skills
- Proficiency in NetSuite, HubSpot CRM and Microsoft Office products

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