

Invision Technologies, LLC

310 Over Court
Albany GA, 31721



Invision Technologies provides comprehensive technology installation and support services to small and mid-sized businesses so that our clients can focus on running and growing their businesses. Invision also offers residential electronic security, automation, and A/V services to clients giving them peace of mind and conveniences whether client is away or at home. Services offered include IT services and products, telephone systems and service, and security services such as burglar, fire alarm, surveillance, A/V, and access control systems. Our team of 30 professionals is based in Albany, GA and while we work extremely hard, it's important to us that each staff member feels like part of our family and shares in each other's successes.

We are seeking an individual for an Outside Sales Representative position to generate new business specifically focused on our "SecureConnect" service. SecureConnect is a service that provides our clients with electronic, monitored security for their home and business. This service also provides surveillance & automations, such as locks, lights, and thermostats to not only add additional security benefits but add to conveniences in life. The primary focus of the Outside Sales Representative is to locate, develop, qualify and close new prospects through marketing lead generation, networking efforts, referrals, call-in leads and canvassing for in-person meetings followed by proposing and closure.

Compensation

- Salary plus an aggressive commission plan
- Higher salary for 90 days during ramp-up
- Mobile phone service provided
- Medical, vision, dental, and disability insurance available
- 401k
- Vacation and holiday pay
- If company goals are met, first year earnings are expected to be \$50-\$70K

Job duties

- Hunt for and develop new prospects through the use of research, networking, Facebook, LinkedIn, referrals, some inbound leads and cold calling.
- Develop profiles of targeted prospects and formulate contact strategies.
- Develop in-depth knowledge of the SecureConnect products and surveillance systems.
- Conduct in-person meetings with prospects to present SecureConnect offerings.
- Provide thorough and timely proposals to clients.
- Concurrently move multiple prospects through sequential stages of awareness, education, interest, and closure to meet sales objectives.

Job Qualifications

- B2B sales experience preferred but not required.
- Strong abilities to make use of your network and referrals to develop leads. Approximately 70% of your leads will need to be self-generated.
- Comfortable interacting with clients after hours in a home setting.
- Money motivated and unafraid to make cold calls to develop your own leads.
- Comfort with and desire to use computer tools and technology such as Microsoft Office, e-mail, and CRM tools.
- Ability to negotiate.
- Strong organizational, presentation, and customer service skills.
- Ability to work independently of supervision (self-motivated).
- Strong verbal and written communication skills including ability to interact with various behavior styles.
- Experience selling technology, security, or surveillance products a huge plus.

Hours and Location: This is a full-time position covering an area within a 90 mile radius of Albany, GA. You will work from the company office when sending email, setting up appointments by phone and participating in internal meetings. You will work in the field when networking and attending prospecting meetings for much of each week. Reliable transportation is required.

Training: You will receive significant training opportunities on both the products you will sell and with sales skills in general. You will also have the opportunity for ongoing sales coaching. A technical engineer will accompany you on your sales meetings while you learn the business.

Applying: Please send resume to jobs@invtech.com.