

We're hiring!!

Inside Sales Representative

Position Summary: This position is for an **Inside Sales Representative** in Holland, Ohio. This sales position is key in Habitec's rapid growth strategy, and the primary responsibility is to provide existing clients with best-in-class technology and security solutions and uncover opportunities for potential new clients. The ideal candidate is someone with previous inside sales success with a focus in outbound call activity with existing clients. The compensation plan is generous, consistent and straightforward with opportunity to advance quickly with both responsibilities and compensation.

Specific Job Requirements:

- High school graduate
- 1 – 3 years' successful inside sales experience preferred
- Exceptional communication skills (verbal, listening and written)
- Self-starter with good work ethic and ability to work independently while multi-tasking
- Flexible, personable and dedicated
- Honest and trustworthy
- Technologically savvy
- Positive and team-oriented

Pre-Hire Screening: A job candidate must pass a drug and background check in advance of hire.

Responsibilities include:

- Helping existing customers benefit from the latest technology solutions
- Sourcing new opportunities in the small business and commercial market to expand our client base
- Operating as part of a team to structure solutions for clients
- Managing opportunities through the pipeline to close business efficiently
- Providing services to our customers in a consultative fashion (no pushy sales here)

Benefits: We are pleased to offer a competitive compensation package with substantial benefits package, which includes medical, life, dental and disability insurance, 401K and vacation/ sick pay, 7 company-paid holiday and monthly employee appreciation events.

Habitec Security, founded in 1972 and celebrating over 52 years in smart security, is headquartered in Toledo, Ohio and has two full-service branches in Columbus, Ohio and Charlevoix, Michigan. Habitec owns and operates its own award-winning UL Central Station, which monitors 14,000 customers. In 2024, Habitec was named by The Toledo Blade as a Top Workplace again for the eighth (8th) year.

For or more information, visit www.habitecsecurity.com



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