

We're hiring!!

Security Consultant

Position Summary: The Security Consultant acts as Habitec's front-line outside sales professional. This key position engages with sales prospects and customers to communicate the benefits of the Company's products and services to drive customer acquisition and revenue and profit growth. The responsibilities for this key position include managing sales leads to success, collaborating with internal partners in the design of appropriate product and service solutions, and seeking new, viable business opportunities.

Qualifications for Success:

- High school diploma or equivalent.
- 1-3 years of successful sales experience is preferred.
- Past sales success in a base salary plus commission environment.
- Highly self-motivated and able to work independently.
- Is an active listener and adept at a consultative sales style.
- Excellent written and verbal communication skills.
- Excellent multi-tasking skills, able to effectively manage phone calls, paperwork, computer work, and interruptions from internal and external customers.
- Personable, flexible, honest and committed.
- Proficiency with MS Word and Excel.
- Knowledge of Adobe e-sign is preferred.
- Must meet the requirements of a post-offer background check and drug screening.

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

Responsibilities include:

- **Acts as a Habitec consultative sales professional, achieving sales activity and new sales goals, as assigned.**
 - **Implements campaign agendas by focusing sales activities on achieving its specific objectives.**
 - **Performs daily in an organized and responsive manner in order to protect and grow Habitec's book of business.**
 - **Makes outbound sales prospecting calls to set appointments or make new customer sales.**
 - **Consults with existing customers so that they may benefit from the latest security technology solutions.**
 - **Engages a prospect or client in active discussions so that the appropriate Habitec solution can be offered. Listens attentively and asks questions to uncover particular needs.**
 - **Articulates and demonstrates Habitec solutions effectively to prospects and customers.**
 - **Prices Habitec products and services accurately.**



- Manages sales prospects through the pipeline to close business efficiently.
- Stays in contact with customers to ensure ongoing customer trust and satisfaction.
- Continuously sources new opportunities in small business and commercial markets to expand the company client base.
- Operates as part of a team to structure customized solutions for clients.
- Works collaboratively with the installation department to assure a smooth handoff of the sale.
- Work with the accounting team if needed on any billing issues
- Regularly reports sales activity and results to management.

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 holidays 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 (9th) year.

For or more information, visit www.habitecsecurity.com

