All-Guard Alarm Systems, Inc. (All-Guard) has protected the homes and businesses of Northern California for over 60 years. Based in Hayward, California, All-Guard has grown to be one of the largest family-owned and operated electronic security companies in California.

Offering only the best and latest technology available in the industry, All-Guard presents a wide variety of security solutions that satisfy our residential and commercial customers’ needs. These services include:

- Full-facility intrusion alarm monitoring
- Fire alarm monitoring
- Electronic access control
- Video surveillance installation and monitoring
- UL-Certified 24/7 Monitoring division

All-Guard services are supported by dedicated technicians who are trained, certified, licensed and committed to providing the highest levels of service.

POSITION OVERVIEW

Essential duties of Residential and Small Commercial Sales Representatives are to generate leads, new business and sales, and maintain relationships with new and current customers.

RESPONSIBILITIES

The successful candidate will be challenged and accountable to the following combination of deliverables and accomplishments:

Essential Duties and Responsibilities:
- Generate and follow up with leads
- Sales of security systems to include Burglar, Fire, CCTV, and Analog/IP Camera solutions
- Conduct effective sales presentations
- Write and deliver client proposals
- Negotiate contracts with customers
- Follow up with prospects and existing customers in a timely manner
- Maintain a neat and accurate sales report
- Use sales CRM software to input and track information
- Maintain professionalism, integrity and high standards of customer satisfaction
- Consult and follow up with clients after sales or contract signings
- Stay up to date on new security technologies
- Attend all networking events and find other venues for lead generation

Requirements
- High School Diploma or GED, some college or technical training preferred
- Must be creative and engaged in the sales process
- Proven track record of sales accomplishments (preferred), security industry preferred
- Willing to go above and beyond the call to provide outstanding service to clients
- Must have a positive attitude
- Self motivated, highly organized and goal oriented
- Experience reading construction drawings, speculation sheets, reviewing project preferred
All-Guard Alarm Systems, Inc.

Residential/Small Commercial Sales Representative
For a Premier, Growing High Impact Security Company

- Accurate estimation of hours and parts in residential and small commercial settings
- Process documentation such as work orders, bid proposals and contracts
- Meet quotas and possess ability to exceed monthly, quarterly and annual goals
- Timely maintenance of provided CRM data base

SKILLS

The successful candidate will have the following combination of experience, skills and education that will allow them to achieve the above outcomes:

- Willingness to learn
- Ability to build client relationships
- Work independently with minimal direction
- Proven track record in meeting sales goals
- Set and achieve obtainable goals
- Demonstrate confidence, motivation and drive
- Strong negotiation skills
- Professional communication skills - both verbal and written
- Ability to function as an effective team member
- Ability to meet deadlines
- Ability to fill out paperwork promptly and correctly
- Must have a clear background and able to pass a pre-employment drug/physical

WORK STYLE

The ideal candidate will possess a work style that will create an excellent fit with the organization’s culture and structure:

- Impeccable integrity
- Team player
- Focused on relationship building
- Energetic

COMPENSATION & BENEFITS

All-Guard provides competitive compensation including base salary, performance based bonus programs and a comprehensive benefits package, including 401(k) matching and profit sharing programs.