



Western Territory Sales Rep will be tasked with developing, supporting, & growing our Western US field office. Candidate will use exceptional sales and relationship building skills to understand the needs of prospective customers and turn them into loyal customers. You must be ambitious and outgoing, with a love for calling on customers, building relationships and supporting our 24/7 Onsite Camera brand.

What you'll do:

- Maximize sustainable value creation from facilities and construction sites in a defined geographical territory
- Maintain and develop relationships with existing customers and their subsidiary companies
- Engage in business development activities in a field sales role
- Focus on business acquisition and account management
- Develop and make presentations of company products and services to current and potential clients
- Monitor competitors, market conditions and product development
- Be a part of something bigger than yourself while building a robust network of highly engaged customers

What We're Looking For:

- Proven Sales Expertise: Demonstrated success in sales with a focus on business development, targeting, and securing new business opportunities. Experience within the security, equipment rental, or utilities industries is highly desirable.
- Industry Acumen: Knowledge of operational dynamics within targeted industries
- Grit! Willingness to do what is needed in an effort to support the customer and business goals

What You'll Need For Success:

- Customer Engagement Skills: Exceed expectation in customer support and success in managing client accounts, with a strong ability to foster and maintain client relationships allowing them to come back over and over again.
- Strategic Relationship Building: Exceptional rapport-building skills with prospective and existing clients, understanding and meeting their unique business needs.

Requirements:

- Bachelor's degree or equivalent experience
- Three years of sales experience
- Exceptional relationship-building and communication skills
- Strong planning, problem-solving and negotiation abilities
- Knowledge of construction or related equipment preferred
- Valid driver's license with acceptable driving record

This role includes a base salary and monthly commissions based on performance.

A minimum monthly guarantee incentive is provided during the onboarding and learning process.

Our Mission

Our mission at 24/7 Onsite Cameras is to redefine security by providing innovative security camera solutions that empower individuals and businesses to monitor and protect their environments anytime, anywhere. We are committed to delivering cutting-edge technology that seamlessly integrates with everyday devices, ensuring ease of use and peace of mind.

Through our relentless pursuit of excellence, we strive to make safety accessible and effortless, enabling our customers to live and work with confidence in an ever-changing

world.