
CLINE FIRE – SALES REPRESENTATIVE



161 N Trimble Road, Mansfield OH 44906
419-571-4119

Cline Fire, LLC is looking for a qualified candidate to fill the position of Sales Representative.

Sales Representative – Full time – Pay is comprised of base annual salary, based on previous sales experience in industry or similar industry, and monthly and quarterly sales bonuses.

As a Sales Representative you will be responsible for generating new sales opportunities for installations, service, and testing and inspections of fire alarm systems, fire extinguishers, emergency exit lighting, backflow preventors, and pre-engineered suppression systems.

Primary Responsibilities:

- Generate new sales opportunities using a variety of proven sales methods, such as cold-calling new prospects, networking, engaging in relationship building with community partners and leaders, seeking out new bid opportunities
- Work with owner of company to develop individual written sales plan, which will be used to measure effective production and activity
- Meet with customers and conduct site walk-throughs to discover which services or products are needed
 - Develop comprehensive sales quotations based on customer needs
 - Deliver quotations and complete prescribed sales follow-up procedures to close sale
- Work with sales engineer to identify and develop sales quotations for new installation projects
- Contribute to and participate in ongoing installation project meetings onsite and remotely
- Complete required weekly sales paperwork
- Participate in team meetings to assist in installation and service forecasting
- Meet with existing customers to propose additional services or upgrades as required or requested
- Help develop new sales strategies for reaching potential customers
- Other duties as assigned

Employment Requirements:

- Ability to pass a drug test, background check, and BMV check
- Must have and maintain a valid driver's license with a good driving record and must be able to be enrolled into company insurance as a condition of employment
- Must have above-average effective written and verbal communication skills
- Must be able to meet established sales goals as a condition of employment
- Willingness to travel throughout Ohio (generally during regular business hours)

Compensation:

Compensation will be based on an annual base salary and monthly and quarterly sales bonuses. Pay for wages and benefits will be issued fortnightly through company payroll. Pay for bonuses earned on sales will be paid monthly and quarterly. This position currently includes PTO and holiday pay in accordance with Cline Fire's policies and the health insurance and company-matched retirement plan offered by Cline Fire, but no additional benefits or compensations, whether directly stated or implied.

Cline Fire, LLC is an equal employment opportunity employer.