

Join Our Team!

Named a Top Workplace in 2015 and 2016 in Toledo by *The Toledo Blade*

Sales Representative– Toledo Area



Position Summary:

As a sales representative, you will be immediately enrolled in our **Sales Mentorship Program**, where you will train with existing, seasoned sales representatives. The average sales tenure at Habitec is 25+ years, so the many years of knowledge will help set you up for a successful sales career with Habitec. Responsibilities will include prospecting, developing relationships, presenting products and services, and meeting sales goals. Habitec will provide in-depth sales and product training.

This individual must have excellent communication and writing skills, be highly self-motivated and previously demonstrated effectiveness in meeting sales goals. Ideally, this individual would have prior success selling technology-related services to either small businesses or homes. You must excel at building relationships while self-generating sales leads and referrals.

Specific Job Requirements:

- High School Diploma or GED required; Bachelor's Degree preferred
- Prior or current career in sales is required.
- Well-developed communications and sales presentation skills
- Technology Sales experience is a plus
- Comfortable with new technology
- Excellent customer service skills
- Good organizational and time management skills
- Capable of effectively prospecting
- Strong network and relationships within the community

Compensation/Benefits:

- Base Salary and Commission
- Medical and Dental Insurance
- Disability & Life Insurance Package
- Comprehensive Sales Training
- Mentorship Program
- Car Allowance
- Company Phone, Laptop and Tablet Provided
- Paid Vacation & Holidays

Pre-Hire Screening: A job candidate must pass a drug and background check in advance of hire. A clean driving record is required. References will be called to confirm previous experience.

About Habitec Security: Habitec Security, founded in 1972, is headquartered in Holland, Ohio and has three full-service branches in Delaware, Ohio and Charlevoix, Michigan. Habitec is ranked as the 54th largest electronic security companies in the country, according to the top 100 rankings compiled by the Security Distributing & Marketing (SDM). Habitec, one of the largest family-owned and operated security companies in the Midwest, monitors all 17,000 customers from their own U.L. monitoring center. The Habitec team consists of over 80 employees with an average of 20+ years in the security industry and are leaders in residential and commercial security systems.

We are a local and National award winner in the industry. Recently, Habitec was named Innovative Business of the Year by the Delaware Chamber of Commerce, a Top Workplace in Toledo (2015 & 2016) and named the top alarm dispatch service in the country (PDQ 2015).

Habitec Security is an equal opportunity employer.



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