

YOUR POSITION

TSG is looking for YOU, an experienced **Account Executive – Fire Division** who is ready to step into existing commercial accounts to manage while also developing new opportunities for the company. The Account Executive is responsible for meeting and exceeding sales revenue goals, developing and maintaining valued customer relationships, expanding the company's current customer base, and developing and maintaining professional sales skills. With YOU on our team, we expect a high degree of communication among our internal team and our customers requiring attention to detail in all aspects of planning and execution of our projects.

THE DAY TO DAY FUN!!

- Responsible for selling alarm solutions to customers and for oversight of the design and installation process both internally and with the customer.
- Build relationships with customers to capture a full range of fire protection services as well as servicing, repair and inspection of existing systems.
- Read, interpret and apply technical design requirements of fire protection codes, manufacturer's technical data, building codes, insurer criteria, and other applicable documents.
- Maintain relationships with vendors, stay abreast of new products, technical data, and market trends.
- Ongoing communications with customers, contractors, and internal staff.
- Conduct field site visits with operations team and technicians throughout project lifecycle.
- Coordinate with operations for project management turnover.
- Participate in weekly project manager meetings with team.
- Able to work in a team environment and display leadership qualities.

WHAT YOU'LL NEED TO APPLY

- Technical Certification or other education supporting this role.
- 2-5 years of proven sales experience in the fire alarm industry.
- Working knowledge of NFPA72 code requirements.
- Working product knowledge of fire/smoke control, alarms, and related technology
- Excellent organizational, decision-making, and communication skills.
- Strong working knowledge of fire alarm and control industry.

WHAT WE'RE OFFERING TO YOU!

- Competitive base salary (\$65-\$80k) plus commission based on qualifications & Bonus Plan
- Paid vacation, sick leave, and holidays.
- Life Insurance at no cost to you
- Medical, dental, and vision plans with options, 401(k) plan, AFLAC
- Company vehicle