



Example of Security Sales Job Description

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Our growing company is searching for experienced candidates for the position of security sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

Responsibilities for security sales

- Present and sell company products and services to (few) current and mainly new clients
- Pricing, offering presenting and negotiating security solutions to our clients inline to their need
- Supports sales force with client queries, providing technical advice and new product introductions
- Support sales force with preparing cost estimates or providing recourses to obtain cost estimates
- Studies/reviews drawings, plans, RFI/RFQ's, SOW and related customer documents
- Prepares cost estimates and bill of materials (BOM) for design-builds where FSE-Security is responsible for design
- Travel to customer sites and performs/assists in on site risk assessment or site surveys
- Assist in negotiating contract, terms and conditions
- Consult with district sales force, engineers, architects, and other professional and technical personnel
- Supports sales force to close sales

Qualifications for security sales

- MCSE, A+, Security + Certifications would be preferred but not a must

- Knowledge of and experience with Microsoft Windows Server/Desktop OS, Mac OSX, Linux OS, advanced computer networking environments, encryption solutions, and/or back-up solutions
- Ability to troubleshoot complex systems and issues with an effective manner, both written and in person presentations
- Ability to work independently, and achieving a high level of customer satisfaction
- Ability to train and influence resources who are not direct reports