



## Job Description: Outside Sales and Account Manager

### Position Summary

This position exists to grow the Kenton Brothers book of business by identifying opportunities to solve the needs of both current and future clients.

Priority	Essential Functions	% of Time
1	<ul style="list-style-type: none"> <li>• Use a consultative approach to define and document client needs</li> <li>• Work with Application Engineering team to develop custom solutions</li> <li>• Present solution proposals to accounts as appropriate and assist in the buying process</li> </ul>	30 %
2	<ul style="list-style-type: none"> <li>• Use telephone, e-mail, and personal visits to open a dialog with targeted contacts.</li> <li>• Clearly document conversation results</li> <li>• Prepare documents and proposals for internal and client review</li> <li>• Meet or exceed performance criteria               <ul style="list-style-type: none"> <li>○ 150 Outreach Calls/Week</li> <li>○ 15 new Leads/Week</li> <li>○ 5 Opportunities/Week</li> </ul> </li> </ul>	60%
3	Increase knowledge of Kenton Brothers solutions and their applications through self-directed training and submissions to the sales knowledgebase	5%
4	Collaboration with the Chief Sales Officer and executive management on leads and potential sales Opportunities	5%

### Experience and qualification requirements:

- Knowledge of electronic access control, video surveillance, and networks is preferred
- Excellent verbal and written communication skills
- Experience with the customer relationship management systems for sales or technical support
- Great interpersonal and critical thinking skills and capable to learn new skills quickly.
- Able to follow instructions thoroughly, and work independently.
- Must be well organized and have a high sense of urgency to get things done quickly and efficiently
- Hours are M-F 8:00-4:30.
- Professional appearance and attitude
- Flexible and self-motivated
- Excellent phone etiquette mandatory

### Career Track:

- Product Specialist
- Chief Sales Officer