



Job Description: Integrated Security Systems Account Executive

Job Type: Full-time, Commission

Location: Kansas City, MO

Kenton Brothers is a 119 year old company located in the Crossroads area of Kansas City and has become one of the most trusted names in the security industry. We are known for our culture and company values and are looking to add an experienced Integrated Security Systems Account Executive to our team.

Chicago based Phoenix Systems & Service, Inc. is looking for an experienced outside salesperson to join our growing team. We are a leading security systems integrator of Access Control, IP Video and associated solutions based in Chicago with high profile customers throughout the country.

Join a fast-paced company focusing on customer service with an outstanding reputation. Salary plus commission plus excellent employee benefits.

This position will be responsible for:

- Generate new business by prospecting and leveraging existing relationships
- Develop sales plan to meet and exceed plan objectives
- Qualify and prioritize opportunities
- Meet with prospective customers to develop, propose and sell integrated security system solutions.
- Account Management of new and existing accounts.

Qualifications:

- 2 years of Enterprise level security integration design and sales.
- Customer focused
- Results driven.
- Must be self-motivated, organized, detail oriented.
- Ability to understand and present complex technical information.
- Ability to read and understand building architectural, mechanical, and electrical documents.

Send a cover letter describing your qualifications along with your resume and salary requirements.

Required experience:

Systems Integration Sales: 2 years

Required education:

Bachelor's Degree