

Fire & Life Safety America, a premier fire protection/life safety contractor with twelve offices throughout the Southeast US, is seeking to add new sales talent to our team in **HOUSTON, TX**. Interested candidates should be highly motivated team players that want to succeed and have fun in a fast-paced environment.

The **Inspection Salesperson** is responsible for customer development, providing and negotiation pricing for inspection contracts, and will work closely with the Service Manager and Service Administrator to ensure customer satisfaction. This position is a key part of our Service Department Team.

ESSENTIAL DUTIES AND RESPONSIBILITIES:

- Responsible for making sales calls on current customers and prospects in an effort to build the Inspection and Service business by expanding our service offering to existing customers and adding new customers to our portfolio. Responsible for developing and maintaining target marketing lists for the Service Department.
- Expected to be intimately involved in the pricing approach to Inspection and Service accounts.
- Representing the organization at industry meetings such as Building Owners Management Association (BOMA)
- Staying knowledgeable of marketing opportunities through sales calls, networking, and other market related information.
- Expected to work directly with the Service Manager to assess customer relationships and profitability.
- Expected to lead customer presentations, “lunch and learns” and other relationship building meetings.

QUALIFICATIONS:

- BS/BA or High School Diploma with 3 years of related sales training and/or experience.
- Bilingual-English/Spanish is a plus.
- Sales experience related to building services and maintenance contracts a strong plus.
- Strong communication skills – both oral and written.
- Strong organizational skills.
- Strong working knowledge of Microsoft Windows.
- Ability to work in a “TEAM” setting.

Fire & Life Safety America encourages initiative, independence, diversity and personal career growth with sensitivity to quality of life issues. We offer a comprehensive benefits package including competitive salary, medical and dental coverage, vacation, life insurance, long term disability insurance, short term disability, flexible spending plan, 401(k), and bonus opportunities.

For consideration, please send resumes with salary requirements to tFrancine@flsamerica.com. Use “Inspection Salesperson – Houston” in the subject line. Also, please visit our website at www.flsamerica.com.

Fire and Life Safety America is an equal opportunity employer.
