

# Account Executive – Security / Low Voltage

ACG Solutions – Gainesville, GA

## Job description

### Account Executive – Security / Low Voltage

ACG Solutions is looking for a driven, resilient, self-starting Account Executive who is looking for a career in a small business, positioned in an exciting and growing industry. ACG Solutions is a rapidly growing security and technology company that provides complete solutions to protect, connect, and manage clients in the business-to-business (B2B) space. We place a high value on integrity, providing exceptional value and service to our clients and maintaining a positive company culture.

### Responsibilities

- Prospect, cold call, and close business with new and existing accounts.
- Develop ongoing relationships with small and medium sized businesses within assigned territory.
- Build/maintain the relationships with General and Electrical contractors.
- Learn and effectively present Electronic Access Control, Video Surveillance, Intrusion Alarms, Fire/Life Safety Systems, IP Based Intercoms, Mass Notification, and other critical systems to our marketplace.
- Develop and maintain strong relationships with current and potential customer

### Job Qualifications

- High School diploma or its equivalent (Bachelors or Associates preferred.)
- Preferred minimum of 2 years of work experience in a previous sales role.
- Experience or knowledge in the Security / Low Voltage space.

- Strong interpersonal, negotiating, and closing abilities with excellent customer service skills.
- Strong organizational and time management skills.
- Flexibility, including occasional availability to be responsive to email in off-hours and weekend for client needs.
- Ability to thrive in an environment where one must be a self-starter and driven to meet goals.
- Proficiency with sales tools, (CRM, PSA, etc.) is a plus.
- Must be proficient working with Microsoft Office products.
- Professional working proficiency in Spanish is a plus.
- Drug screenings and background checks are part of the hiring process, which may also include a Motor Vehicle Record check.

Job Type: Full-time

Salary: \$35,000.00 - \$150,000.00 per year OTE

Benefits:

- Health insurance.
- Vision insurance.
- Dental insurance.
- Paid time off.
- Cell phone reimbursement.

Schedule:

- Monday to Friday

Supplemental pay types:

- Commission

License/Certification:

- Driver's License (Required)

Work Location: Gainesville, Georgia.