



*Mammoth Fire Alarms*

*Incorporated*

*176 Walker Street, Lowell, MA 01854*

## **TEST AND INSPECTION SALES REPRESENTATIVE**

Mammoth Fire Alarms, Inc is a family owned and operated fire alarm and life safety company. We have been a single source supplier of fire alarm equipment and services for over 29 years. We are looking to grow our service business by bringing on a qualified fire alarm sales representative to focus on selling test and inspection throughout Northern New England.

If you have a passion for the fire alarm and life safety business, are energetic, a motivated individual looking to build a career off recurring revenue commissions and salary, we would like to hear from you! MFA has a one-stop-shop business model and an extensive field service operation to support growth in our recurring inspection and service business for commercial fire alarms, fire sprinklers, special hazard suppression systems, central station monitoring, and fire extinguishers.

### **Requirements:**

- Must have 3-5 years professional experience in an outside sales role.
- A proven, successful track record of end-user service sales with an ability to prospect for new customers and close orders.
- Sales experience related to the fire alarm and fire protection fields and/or building services and maintenance contracts is preferred.
- Exceptional telephone skills for converting warm sales leads into site visits and signed contracts.
- Strong work ethic and desire for achieving goals.
- Good organizational skills with an attention to detail.
- Ability to write routine reports and correspondence.
- Team player able to work with other internal departments.
- Some travel required.
- Living in the Northern New England is preferred.
- Proficient in Microsoft Office (Word, Excel & PowerPoint).
- Valid driver's license with acceptable record, will conduct background and drug testing.

### **Responsibilities:**

- Prospect for new customers and develop relationships that will lead to sales opportunities.
- Conduct building surveys in order to develop proposals for customers.
- Create proposals for test and inspections, preventative maintenance and central station monitoring.
- Make necessary sales presentations to customers and management as requested.
- Acquire and maintain sound knowledge of all product lines and services offered.

*“Servicing the installer before and after the installation”*

*www.mammothfire.com*

*SALES (978) 934-9130 • 1-800-995-9808 • FAX (978) 934-9131*



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- Review testing & inspection reports with the Service Manager to quantify service repair proposals based on discrepancies discovered during system inspections.
- Partner with internal departments to communicate job scopes and relay customer needs.

### **Company Benefits:**

- Competitive salary and commission on sales.
- Car Allowance
- Tufts Health Insurance 50% paid by company and 50% paid by employee effective on the date of hire. Advantage HMO.
- MFA offers dental insurance services by Delta Dental.
- 401K enrollment with John Hancock starting on date of hire. Employee becomes vested after 36 months of employment.
- Short Term / Long Term Disability and life insurance paid 100% by the company.
- Company issued laptop and cell phone.

All employees are hired under the Commonwealth of Massachusetts general laws. If interested, please send your resume to [Todd Pelland](#)

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