

Guard911 Sales Representative Job Posting

If after reading the position description below you don't feel you have qualified experience, please do not apply.

We are looking for a technology sales representative who is passionate about saving lives and has incredible communication skills. This representative must have the ability to discuss highly sensitive topics in a sales education conversation, without using scare tactics or a fear-based selling approach. A successful sales representative will be self-motivated, self-managed and well-organized to achieve financial goals by selling life-saving technology.

If you are confident that you will excel in a sales career and exceed these expectations, please continue reviewing this job description for more information.

Guard911 Technology, a Life Saving Technology Product

The number of active shooters in our country is increasing every year. Our country's number one act of domestic terrorism is considered - the active shooter. The average workplace shooting lasts less than 5 minutes. The only true defense against this threat is to reduce law enforcement response time.

Guard911® was formed in 2013 with the single focus of providing an early warning system for armed intruder tragedies. Our goal is simple: get the first 1 or 2 officers on scene as quickly as possible, to neutralize the threat. The company was formed by law enforcement and technology experts with a deep psychological approach to combat these emergencies.

Guard911 which includes Hero911, SchoolGuard, and CampusGuard911 is a successful and growing company with a strong digital presence, extensive media coverage, powerful national endorsements, and influencer backing from the top active shooter experts in the world.

The Ideal Technology Sales Representative

If you are the right person for this job, you will be excited and confident in your experience and ability to meet or exceed the following requirements:

1. Be "all-in" dedicated to helping others and spreading the word about this life saving technology.
2. Have a proven track record of successfully growing new territories and collaborating with others to achieve sales results.
3. Work closely with Guard911's active duty and retired law enforcement personnel to secure the backing of local law enforcement for each of your sales opportunities.
4. Call on busy senior managers with persistence to educate prospects during the sales process; inbound lead inquiries often requiring extensive follow-up due to their busy schedules.
5. Build relationships and establish trust quickly over the phone as very few sales require travel or in-person meetings.
6. Use good planning skills to excel at finding and closing new business opportunities.

If this is you, we look forward to meeting you and seeing what we can accomplish together! Please email your resume to resumes@guard911.com to be considered for our sales representative position.