

Security Sales Executive - Midwest

Elevate Your Career with iTech Digital!

Are you a driven and dynamic sales professional looking to make a significant impact in the security industry? iTech Digital is excited to welcome a Security Sales Executive to our rapidly growing team. As we celebrate 25 years of delivering innovative video surveillance, access control, and intrusion solutions, we take pride in our commitment to true customer care. We are a privately held, proudly American company headquartered in Indianapolis, IN.

About the Role:

As a Security Sales Executive at iTech Digital, you will play a pivotal role in driving new business growth through strategic outreach and consultative selling. Supported by our Sales Director and Sales Support Team, you will have the chance to work with national accounts and independent business owners in your region of influence. Your mission? To cultivate new clients, forge long-lasting relationships, and deliver unparalleled customer experiences for a company that invests in long-term business relationships.

If you are a top performer who is tired of shifting corporate priorities, mergers & acquisitions, and ever-changing commission structures, we want to hear from you!

Key Responsibilities:

- Cultivate and expand a portfolio of long-term partnerships.
- Deliver exceptional service throughout the customer's journey.
- Identify and engage with prospects that align with our target profile, building a robust sales pipeline.
- Navigate complex corporate structures to connect with key decision-makers.
- Maintain deep expertise in our product offerings and effectively communicate their value.
- Prepare compelling sales presentations, contracts, and proposals.
- Stay informed on market trends, current technologies, and key competitors.
- Act as a customer advocate within the company, striving for the best possible customer experience.
- Proactively manage client needs and report progress to the Sales Director.
- Identify new business opportunities and cross-sell across the client's entire operation.
- Represent iTech Digital and our brand with professionalism and integrity in the marketplace.
- Foster positive, efficient, and productive relationships with internal team members.

Experience & Requirements:

- 3+ years of successful sales experience (security industry preferred but not required).
- Experience in selling SaaS (software as a service) and recurring monthly services.
- Self-driven, motivated, and results-oriented.
- Passionate about client relationships with a focus on enhancing the customer experience.
- Proven record of sales growth with the ability to plan and meet key sales metrics.
- Professional representation of the company always.
- Bachelor's degree preferred (additional relevant experience will be considered).
- Strong organizational and planning skills with meticulous attention to detail.
- Experience in Video, Access Control, and Intrusion Technology welcome.
- Proficiency in Microsoft Office and CRM.
- Excellent written and verbal communication skills.
- Willingness to travel up to 40%, including occasional overnight stays.
- Routine commute to iTech Digital headquarters (Indianapolis, IN).
- Valid Driver's License.
- Must pass background check and drug screening.

Work Environment & Physical Demands:

This position operates within a professional office environment and requires regular visits to the offices of our customers and prospects. It may involve sitting for extended periods and standing during sales demonstrations, and other events. It may require out of state travel and overnight stays for tradeshow, conventions, and industry events.

Position Type & Expected Hours of Work:

- This is a full-time, exempt position.

Supervisory Responsibility:

- This position does not have supervisory responsibilities.

Benefits & Compensation:

- Base Salary Starting at \$60,000 (experience-dependent)
- Flat Commission of 3%
- Eligible for annual performance bonus
- Comprehensive Health Benefits including Medical, Dental, and Vision
- 401K with company matching
- Cell Phone Allowance
- Gym Membership Allowance

- Generous Paid Time Off and 8 paid company holidays

Join a Team That Values You

iTech Digital is committed to fostering an inclusive environment that values every employee's contribution. We celebrate diversity and provide equal employment opportunities to all qualified individuals, regardless of race, color, gender, religion, age, national origin, disability, sexual orientation, or any other characteristic protected by law.

If you are ready to take your career to the next level and make a real difference, apply today! Submit your résumé and correspondence to hr@itechdigital.com.