



**SYSTEMS  
INTEGRATION  
TEAM**

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**NORTHWESTERN OHIO SECURITY SYSTEMS, INC**  
TOLL FREE: 800-833-6416 [www.nwoSS.com](http://www.nwoSS.com)

**Who We Seek: Sales Consultant**

### Who We Are:

Northwestern Ohio Security Systems (NWOSS) is a system integrator with over twenty years of experience and service to our customers. We specialize in designing, installing, and servicing fire systems, security and access control systems, video surveillance systems, and intercom systems. We have been providing these services to commercial, financial, industrial, education, and government customers throughout all of Ohio and other states in the Midwest since 1981.

### Job Description:

We are seeking an Salesperson with proficient skills to (1) cold call our existing customer base and generate more business from this base, (2) work with outside sales to create and drive revenue, and (3) work with the marketing team to develop and create marketing materials for our target markets. The sales/marketing person will be trained by NWOSS in security, access and CCTV systems. This type of sale requires a person who is persistent in calling on customers to create additional opportunities. The position will entail 3 months of training and learning our business while going on calls with a Senior Salesperson.

### Goals:

- Exceed assigned sales objectives and monthly revenue quotas.
- Build new revenue within established account base.

### Minimum Requirements:

- ❑ Two year associates degree with a focus on B2B Sales, Construction, or Technology.
- ❑ Proven Sales experience with a basic understanding of the security industry.
- ❑ Very people oriented, friendly, and willing to talk to our existing customers on a daily basis. (CAN NOT BE AFRAID TO PICK UP THE PHONE AND COLD CALL CUSTOMERS)
- ❑ Strong Technical Background
- ❑ Must have a valid driver's license, be able to pass a background check, and pass a pre-employment drug test.

**To Take the Next Step with NWOSS – Please email your resumes to:  
[KOSTELACJOHN@NWOSS.COM](mailto:KOSTELACJOHN@NWOSS.COM) or call 1-800-833-6416 and reference the job title.**

**NWOSS is an equal opportunity employer.**