

United States Jobs Expertini®

Account Development Executive, Security (Pittsburgh, Greensburg, Altoona, Erie, Pennsylvania)

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Company: Johnson Controls International

Location: Cranberry Township

Category: other-general

Build your best future with the Johnson Controls team

As a global leader in smart, healthy and sustainable buildings, our mission is to reimagine the performance of buildings to serve people, places and the planet. Join a winning team that enables you to build your best future! Our teams are uniquely positioned to support a multitude of industries across the globe. You will have the opportunity to develop yourself through meaningful work projects and learning opportunities. We strive to provide our employees with an experience, focused on supporting their physical, financial, and emotional wellbeing. Become a member of the Johnson Controls family and thrive in an empowering company culture where your voice and ideas will be heard – your next great opportunity is just a few clicks away!

What we offer

- **Competitive salary**
- Paid vacation/holidays/sicktime- **15 days of vacation first year**
- Comprehensive benefits package including 401K, medical, dental, and vision care -

Available day one

- Encouraging and collaborative team environment
- Dedication to safety through our Zero Harm policy
- Check us out!:

What will you do:

The Commercial Sales Executive will promote and sell Johnson Controls Security services and technology within the Pittsburgh, Greensburg, Altoona & Erie

Pennsylvania Market and surrounding area, establishing relationships, and closing new business for Johnson Controls Security and ensuring customer retention. This person is the Johnson Controls Security brand steward, charged with telling the Johnson Controls Security story and clearly demonstrating that Johnson Controls Security is the leading electronic security provider.

The Commercial Account Executive is responsible for securing profitable sales and upgrades to new, existing and discontinued Johnson Controls Security Commercial customers while improving customer happiness and retention by initiating post installation follow-ups. This rep will also have a commanding knowledge of our product line, as well as that of our services.

How you will do it:

Adhere to current Johnson Controls Security policies, procedures, products, programs and services.

Build new market share by selling Johnson Controls Security products and services to new local commercial customers.

Sell additional products and services to existing accounts that continue to present new sales opportunities.

Sell add-ons, amend, and convert existing customer systems to meet the customers' expectations.

Renew existing customer agreements.

Responsible for resale opportunities within an assigned territory Identify prospects using creative lead-generating techniques and maintain productive working relationships with existing customers.

Independently establish call plans and customer follow-up strategies and tactics, and

consistently apply time and territory management techniques.

Follow up with prospects.

Maintain an in-depth knowledge of complete line of products/services and customers' issues and needs through in-house training and reading/research.

Acquire referrals and work with Centers of Influence.

Process work order and complete all paperwork in accordance with approved and standardized procedures.

Conduct post-installation follow-up by contacting customer, ensuring commitments were met and affirming customer happiness once the customer has been in service .

What we look for

Required

College degree preferred.

Experience in security sales or service- is a huge asset.

Valid Driver's License with good driving record.

Available for local travel.

Excellent oral, written and presentation skills with the ability to present to senior level executives within the customer and Johnson Controls Security organizations.

Ability to work a full-time schedule.

Preferred

Minimum of 2 years' experience as a successful commercial sales representative in the security, IT or other technology sales industry, demonstrated by the consistent ability to meet and exceed quota.

#LI-TK1

Johnson Controls International plc. is an equal employment opportunity and affirmative action employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, protected veteran status, genetic information, sexual orientation, gender identity, status as a qualified individual with a disability or any other characteristic protected by law. To view more information about your equal opportunity and non-discrimination rights as a candidate, visit . If you are an individual with a disability and you require an accommodation during the application process, please visit .

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