



Residential Sales Representative

Location: Pleasanton, CA



Contact: Chataqua Lee, Senior Recruiter
Email: chataqualee@adt.com

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If You Are Going To Sell, Why Not Sell The Best?

ADT is not only larger than the next six smaller security companies combined, it's also the choice of 90% of Fortune 500 companies - and that kind of respect goes a long way in sales. If you're looking for a company that will treat you right and reward your hard work, start at the top with ADT.

We're expanding our elite sales team with dynamic, forward-thinkers who are ready to grow with ADT. Become a member of our sales team and you'll enjoy unlimited earning potential, generous incentive plans and extensive marketing support.

At ADT, you'll be making a difference by providing much-needed products and services that support the well-being and security of our clients in markets such as life safety monitoring, property protection and crime, fire, and flood prevention.

You Bring The Drive, We'll Teach You The Rest

If you bring the drive, we'll teach you everything you need to know about our products and services. At our ADT University, you'll receive comprehensive training to arm you with the skills, information, and tools you'll need to reach your full potential. And because we're part of Tyco International, we can prepare you for a career on a global scale.

ADT offers a highly competitive compensation and benefits plan including medical, dental, prescription coverage, flexible spending accounts, paid life insurance, matching 401(k), ongoing training, tuition reimbursement and more. We'll also provide you with a cell phone and auto allowance to assist you in successfully meeting your sales goals.

ADT Fast Facts

- ✓ World's largest electronic security and alarm monitoring provider to residential, commercial, industrial and governmental customers.
- ✓ Protects more than 5 million American home and 80% of the world's top 100 retailers
 - ✓ Secures over 100 of the nation's airports
 - ✓ Responds to more than 50,000 crimes in progress each year
- ✓ Interfaces with approximately 38,000 law enforcement, medical and fire agencies across the country



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Summary:

Duties and Responsibilities:

- Sell reactivation services and upgraded products within assigned territory to customers who have a previously discontinued ADT system while maintaining assigned sales quota and following established guidelines.
- Identify prospects utilizing creative lead generating techniques
- Present sales presentation and proposal to prospects, identifying positive features and advantages of our products and services over those of the competition
- Adhere to current ADT policies, procedures, products, programs and services
- Follow up with prospects
- Prepare final contract for signature
- Process work order and complete all paperwork in accordance with approved and standardized procedures
- Post installation follow-up by contacting customer ensuring commitments were met and generating referrals
- Maintain customer retention by affirming customer satisfaction after the completion of both 6 and 12 months of service

Requirements:

- High school degree or equivalent
- Excellent interpersonal skills
- Must possess strong communication, negotiating, and time management skills
- Flexible Style; perseverance; action oriented; interpersonal savvy
- Aptitude for problem solving; ability to determine solutions for customers (consultative sales approach); customer focused
- Valid driver's license with clean driving record
- Ability to work a full time schedule
- Available for local travel, nights and weekends to accommodate the residential customers' agenda
- Ambitious results oriented individual with entrepreneurial drive

ADT LLC is an equal opportunity employer.

ADT offers a highly competitive compensation and benefits plan including medical, dental, prescription coverage, flexible spending accounts, paid life insurance, matching 401(k), ongoing training, tuition reimbursement and more. We'll also provide you with a cell phone and auto allowance to assist you in successfully meeting your sales goals.