



SEIBOLD SECURITY
FROM EVERY ANGLE.

Account Executive

Seibold Security specializes in designing, installing, and servicing electronic security systems for museums and commercial clients and is seeking an Account Executive in the New York City area.

This Position Requires:

- Solid track record (2-4 years) of sales achievement in solution-oriented, consultative sales, preferably in the security industry
- College degree preferred, with 5+ years' work experience or equivalent combination of education and experience
- Experience in account management and project management within the electronic security industry preferred.
- Basic electronic, low voltage circuitry, mechanical and computer skills required with technical aptitude including the ability to learn new technologies quickly and communicate technical information to clients
- Previous management skills including experience managing complex projects with multiple competing deadlines and diverse participants including subcontractors
- Excellent communication and presentation skills.
- High level of initiative, energy, and desire to succeed.

Responsibilities:

- Business development and account management
- Perform site inspections and prepare customer proposals
 - Prepare description of job
 - Supply estimate for labor, equipment, software, training
 - Assist with preparing drawings if needed
- Work closely with installation coordinator to schedule jobs.