



501 Feheley Drive • King of Prussia, PA 19406-2690  
610-277-1331 • Fax: 610-277-2837  
[www.oliverfireprotection.com](http://www.oliverfireprotection.com)

## **Inspection Sales Representative – Inspections Department**

Oliver Fire Protection and Security is a successful, diversified, family-owned business serving the fire protection community since 1957. Oliver Fire Protection and Security has a well distinguished history of providing fire protection within the Philadelphia region. Our core values respect our employees' worth and contributions, emphasize teamwork and offer opportunities for personal and professional growth. Our Inspections Department is currently seeking an Inspection Sales Representative.

### **Primary Objectives of Position:**

- Assist with the promotion of required inspections for the following: fire sprinkler, fire alarm, special hazards and fire extinguisher
- Keep abreast of marketing opportunities through sales calls, networking, and other market-related information
- Lead customer presentations, "lunch and learns" and other relationship-building meetings
- Obtain new leads for new customers as well as provide quotations for inspections to new and existing customers
- Expected to be involved in the pricing approach to Inspection and Service accounts

### **Education and Qualifications:**

- Sales experience related to the fire protection field and/or building services and maintenance contracts is a plus
- Responsible to grow the business by providing solutions to existing as well as new client base
- Cold-Calling and making outside sales calls on a consistent basis in order to seek out new business
- Conduct building surveys in order to develop proposals to customers
- Create proposals for service agreements; test and inspections, preventative maintenance and central station monitoring
- Make necessary sales presentations to customers and management as requested
- Acquire and maintain knowledge of all product lines and services offered
- Partner with internal departments to communicate job scopes and relay customer needs
- Attract new customers to our organization through a combination of outdoor field sales, phone sales, and direct marketing efforts
- Assist in marketing initiatives related to sales activities, including the development of sales and business plans

Oliver Fire Protection offers a competitive compensation package including; Salary, Comprehensive Benefits Package including; Medical, Dental, Life, LTD, Profit sharing program. Oliver is an Equal Opportunity Employer. For more information please contact Matt Haines at [mhaines@oliverfps.com](mailto:mhaines@oliverfps.com) or 610-277-1331 ext. 380



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