



## JOB OPENING – Electronics Security Sales – Iowa City

Walsh Door & Security is seeking an Electronic Security Salesperson to work out of our Iowa City location. We specialize in commercial doors, frames, hardware, cameras, and access control systems for projects throughout Iowa and the surrounding states. The Electronic Security Salesperson will sell and consult on commercial access control systems, surveillance cameras, and alarms. If you have a desire to work for a 150+ year old Midwest-based company, enjoy working in a fast-paced environment and want the challenge to help grow a small business, this is a great opportunity! Walsh Door & Security is a growing company with 90+ Employees and this opportunity is a full-time, added position. Previous electronic security sales experience is required.

### Job Description:

- Call on schools, hospitals, and industrial end user accounts throughout the state of Iowa with a focus on the Iowa City / Cedar Rapids market.
- Meet with decision makers to influence the purchase of our vast line of door and security products.
- Design and accurately quote access control, video surveillance, alarm, doors, frames, and hardware to meet individual customer needs.
- Develop and call on a potential list of electronic security customers through cold calling, networking (including civic organizations), and construction leads through our door, frame, and hardware business.
- Cultivate relationships with electronic security engineering consultants and electrical contractors.

### Job Requirements:

- Must have two years of prior experience selling electronic security products.
- Prefer experience in the Iowa City market.
- Must have established network of electrical contractors and engineering consultants.
- Proficient knowledge of electronic security products.
- Excellent organization and communication skills as well as ability to develop relationships.
- Prefer a four-year degree.
- Prefer applicant with access control, surveillance camera, and networking installation experience.
- Ability to be flexible and react constructively with a positive attitude to multiple demands, shifting priorities, and unexpected events.
- Desire to work for a fast-growing small business.
- Some travel and overnight stay may be required.
- Must be able to pass pre-employment drug test and security background check. Driver's license is required.

### Benefits:

- Health Insurance – Company-paid 85% of single or 79% of family Wellmark of Iowa Health Insurance Plan.
- 401k Savings Plan – Company contributes up to 4% of wages.
- Life Insurance – 100% company paid \$50,000 life insurance policy.
- Short Term Disability – 100% company paid policy.
- Long Term Disability – 100% company paid policy.
- Holiday – 8 paid holidays during 2018.
- Vacation – Personal Time Off program starting on hire date.
- Dental Insurance – Delta Dental of Iowa.

To apply or for more information about our company, go to [www.WalshDoor.com](http://www.WalshDoor.com).

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