



Position Title: Sales Professional

Position Type: Full-Time

Location: Jacksonville, FL

About HSJ

HSJ designs and engineers integrated security and technology systems for the built environment. When security, life safety, and network-based systems simply cannot fail, organizations depend on HSJ for reliable, user-friendly, and compliant systems.

Sales Professional Position Overview

The Sales Professional role with HSJ will focus on providing clients solutions for entry point health screenings, remote patient observation, smart lobbies, occupancy monitoring, touchless entry, and contact tracing. Responsibilities include the full end to end sales experience from prospecting and demos to proposals and contract negotiation.

Job Responsibilities

- Prospect new leads and close new accounts consistently each month
- Assess customers' business issues and identify products/services that best meet their needs
- Provide after-sales implementation and account management support when necessary
- Maintain in-depth understanding of client benefits associated with services and solutions offered
- Travel to and from client sites for demos and presentations
- Respond to all sales leads in a timely manner
- Overcome customer objections
- Manage sales leads and opportunities in CRM
- Other duties as needed or assigned

Required Qualifications

- Self-starter with strong critical thinking and decision-making skills
- Minimum 2-3 years of outside sales experience for a technology product/service
- Proven track record of meeting sales goals
- Excellent written and verbal communication skills
- Proficient in MS Office Suite

Preferred Qualifications

- Professional services sales experience
- Healthcare industry sales experience
- Bachelor's degree
- Active member of networking organizations in northeast/central Florida
- Past experience using CRM system

Compensation

- Base salary + performance bonuses
- Employer paid insurance including health, life, vision, and dental.
- Employer paid PTO and holidays. - 401k available.