

**Job Title:****Sales & Service Manager****Job Location:** Northland Fire & Safety, Inc.      2213 East 5<sup>th</sup> Street      Superior, Wisconsin 54880**Job Responsibilities**

- Sales
  - Follow up on company generated sales leads
  - Cultivate new sales leads (cold calling)
  - Motivate/Educate the service technicians regarding sales and quality service
  - Promote all services to existing customers
- Account Retention
  - Perform service quality control checks with customers
  - Attempt to reacquire service from accounts lost to competitors
- Training
  - Train technicians via meetings, ride-a-longs
- Service
  - Must be able to perform basic service
    - Done only if needed due to time, travel, or work load

**Job Description**

- The Sales and Service Manager will be selling, training, servicing and performing other job responsibilities within our service territory of roughly a 2 hour radius of the Twin Ports. This is a salaried position requiring approximately 45 - 50 hours per week. The working hours generally fall between 6:00 AM and 6:00 PM Monday through Friday. This position will be “working out of a van” over 90% of the time. Occasionally, out-of-town work will require an overnight stay.

**Job Requirements**

- Sales Experience
  - This position requires a minimum of 5 years sales experience
    - Cold calling experience preferable
      - We are looking for direct sales experience, not order taking/retail.
    - Route work experience preferable
- Clean Driving Record
  - 90% of this job will be working out of a van and at customer locations.
- Drug Free
  - Due to the nature of our clientele, we require all employees to undergo pre-employment drug testing and random drug testing.
- Organized
  - This job has a tremendous amount of paperwork concerning accounts, scheduling, technicians, bidding, quoting, etc. If you do not like paperwork, this is not the job for you.
- Mechanical Ability
  - Basic mechanical aptitude is needed for this position (hand tools, drills, etc).
- Relatively Physically Fit
  - Due to the driving, in-and-out of the van, servicing, walking, training, etc, we recommend that the Applicant be in reasonable shape.
- Live in the Twin Ports
  - Due to travel/logistics, we are looking for someone who lives in the Twin Ports area.

## Compensation/Benefits

- This position can expect to earn between \$40k and \$50k+ depending on sales abilities, production, organization, etc. The compensation is based on salary + assorted bonuses.
- Health Insurance plan available
- Dental insurance plan available
- Life insurance plan available
- Retirement 'match' plan available
- Company van
- Company uniform
- Company smart phone
- Paid holiday
- Paid vacation
- Personal time

## Application Instructions

Attn: Erika Corlett at one of the following:

- Email: [ecorlett@northlandfire.com](mailto:ecorlett@northlandfire.com)
- Fax: 1-715-398-6647
- US Mail: Northland Fire & Safety, Inc.  
Attn: Erika Corlett  
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