

Security Sales Representative (Edenvale) – (1437)

Job Description

The Security Sales Representative is responsible for driving new business growth across all commercial and residential revenue streams. This role demands an ambitious, self-motivated sales professional who can identify client security vulnerabilities, conduct risk assessments, and present custom-tailored solutions combining Physical Guarding Services, Armed Response Contracts, and Electronic Security Systems (CCTV, Access Control, Alarm Systems, Perimeter Security).

Key Deliverables & Responsibilities

Business Development & Prospecting

- Proactively source and generate new qualified leads through cold calling, door-to-door sales, site visits, and industry networking.
- Conduct comprehensive security risk assessments and site audits for residential, commercial, and industrial clients.
- Build and maintain a robust, active pipeline of prospective clients across all three security verticals.

Solution Selling & Proposal Management

- Present customized proposals combining physical security (guards/armed response) and technology solutions (CCTV, electric fencing, access control).
- Draft accurate commercial quotations and tenders in line with company pricing models and profit margin standards.
- Overcome client objections and close contracts to achieve monthly sales targets.

Client Relationship & Account Management

- Serve as the primary point of contact during the sales cycle through to onboarding and service deployment.
- Ensure smooth handovers of CCTV/alarm installations or guarding deployments to operational teams.
- Perform post-installation follow-ups to guarantee client satisfaction and drive upsell or referral opportunities.

Reporting & Administration

- Maintain updated records of sales activities, pipeline status, and client interactions in the CRM system.
- Submit weekly and monthly sales forecasts and performance tracking reports to management.

Key Performance Indicators (KPIs)

KPI Area	Key Metric Target
Guarding Revenue	Minimum monthly target for long-term guarding contracts signed.
Systems & Installations	Target revenue from hardware/system sales (CCTV, Alarm, Access Control).
Armed Response Sign-ups	Target number of monthly recurring armed response subscriptions.

KPI Area	Key Metric Target
Pipeline Activity	Minimum required cold calls and verified site risk surveys per week.

Job Specifications (Candidate Requirements)

Minimum Qualifications & Licensing

- **Education:** Grade 12 / Matric (compulsory).
- **Licensure:** Valid South African Driver's License.
- **Criminal Record:** Clean criminal record (subject to background check and police clearance).

Experience & Technical Knowledge

- **Sales Track Record:** 2+ years of proven outbound B2B and B2C sales experience in the security industry.
- **Technical Understanding:** Sound working knowledge of:
 - Physical guarding structures, site post orders, and armed response operations.
 - Technical security systems (IP/Analog CCTV, alarm systems, electric fencing, and access control).

Essential Competencies & Soft Skills

- Strong negotiation, presentation, and closing skills.
- Excellent verbal and written communication skills in English (additional official languages preferred).
- High self-discipline, resilience, and goal-oriented drive.
- Ability to work independently in the field and navigate high-pressure sales scenarios.

*****Salary – R15 000.00 per month (Negotiable, based on skills, experience and in relation to current package)**
