

Fire Alarm Salesperson

Full job description

Job Overview

Zion Fire Protection is seeking a motivated, experienced Sales Representative with a strong background in the fire protection field — specifically in sprinkler and fire alarm systems. If you've worked in the field or project management and you're ready to step into a high-impact sales career, this is your opportunity to grow. We're not looking for just a salesperson — we want a trusted advisor who understands fire protection systems, can communicate with customers, and thrives in a fast-paced, purpose driven company.

Key Responsibilities

- Generate new leads and close sales for fire alarm, and inspection services
- Meet with general contractors, building owners, property managers, and developers
- Prepare and present professional proposals using ServiceTrade or company CRM
- Collaborate with our design and estimating team for accurate pricing
- Conduct job walks, attend pre-bid meetings, and follow up on project opportunities
- Educate clients about NFPA compliance and the value of working with Zion
- Maintain a sales pipeline and meet monthly performance goals
- Represent Zion Fire's values, integrity, and commitment to life safety

Qualifications

- 3+ years of sales experience in the fire protection industry
- Strong knowledge of fire alarm systems
- Comfortable reading construction plans and specs
- Experience with ServiceTrade or similar CRM preferred
- Valid driver's license and clean driving record
- Excellent communication, time management, and follow-up skills
- Team player mindset with leadership potential

Job Type: Full-time

Pay: \$50,000 – \$85,000 base + commission (OTE: \$100K+ potential in year 1)

Benefits:

Fire Alarm Salesperson

- Company car
- Expense account

Work Location: In person

Email your resume to dave.paxton@zion.us