



VANCOUVER FIRE AND RADIUS SECURITY

Sales & Fire Protection Service Technician

The Purpose:

Sales and Fire Protection Technician Assistant assists the Senior Sales Representatives in performing annual inspections of extinguishers and emergency lighting systems in the lower mainland to help increase sales revenue in each area.

The Path (key areas of accountability):

- Assists Senior Sales/Service Representative to complete the annual inspections of a monthly listing of jobs across designated geographic area
- Works both alongside and independently of the Senior Technician
- Creates relationships with customers to enhance retention
- Presents himself/herself in a professional manner as a representative of Vancouver Fire & Radius Security
- Produces daily accountability report to Senior Tech/ Supervisor of sales and cold calls based on daily goals
- Stocks service vehicle and keeps organized
- Aids in covering other territories during vacations
- Takes required courses and obtains ASTT certification of Extinguishers and Emergency Lighting
- Meets specific quota targets on a consistent basis
- Utilizes FSU software to complete inspections and reports
- Responds same day to call ins through the customer service department
- Periodic Cold calling when all jobs are completed to increase the sales of the territory once these skills have been trained and developed
- Masters and Utilizes the sales software like Hubspot and Panda Docs to track leads and create proposals

The Person:

Skills and Knowledge:

- ASTTBC certification in extinguishers, emergency lights, fire alarm and/or sprinklers preferred.
- Proven electrical and/or mechanical aptitude & ability.
- Excellent interpersonal skills.
- Demonstrated ability to provide quality, courteous customer service.
- Valid BC Driver's License; excellent driving record & clean driver's abstract provided. Willingness to complete basic driving test.
- Proven desire & ability to take responsibility for one's own actions.

Please email your cover letter and CV to hr@vanfire.com with "Fire Protection Service Tech" in the subject line.