

Location: Aston, PA US

Position Types: Permanent Full-Time

Industry: Sales & Sales Management

Salary: Base + Commission

Minimum Education: 4-Year College Degree

Action Services Group is a national provider of lighting, signage and electrical services to Fortune 1000, mid-size firms, educational institutions and public sector entities. With our outstanding record of success and leadership, many successful companies throughout the U.S. now depend on us for their facility lighting, signage and electrical needs.

Position:

We have an immediate position for a well organized, experienced, motivated, entrepreneurial individual based in our Home Offices located in Aston, PA.

You will identify, engage, present and SELL; lighting, signage and electrical service solutions to senior-level executives of multi-unit Specialty Chains, Department Stores, Convenience/Fast Food Chains, etc.

We are looking for an experienced professional capable of closing, managing and growing customer accounts.

Demonstrates:

- Ability to listen to the customers needs
- Ability to present service solutions to senior-level executives
- Ability to manage the sales process from start to finish
- Ability to build relationships with customers
- Ability to work well, both individually and with others
- Excellent analytical skills with the ability to think strategically and tactically
- Organized and able to multi-task

Qualifications:

- Four year college degree
- 2-5 years of selling business services
- Must possess a positive attitude
- Sales / account management experience in facility maintenance is a plus
- PC platform proficiency, specifically in all MS Office applications.
- Some travel may be required.

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