



Business Development Representative

Full-Time Position

Location: Omni Technology Services, Pawtucket, RI

About Omni Technology Services:

Established in 1989, Omni Technology Services has been at the forefront of delivering integrated security and technological solutions across New England. We cater to a diverse clientele, spanning residential sectors to specialized industries including healthcare, biotechnology, cannabis, and more.

Position Overview:

Omni is seeking a motivated Business Development Representative to join our team. The candidate's focus will be on residential and small commercial security sales including intrusion alarm, video surveillance, access control, home automation, network cabling, and A/V.

Key Responsibilities:

- Proactively identify and pursue new business opportunities.
- Maintain and enhance relationships with existing client base.
- Drive the company's growth in monthly recurring revenue through strategic sales of monitoring and service agreements.
- Develop accurate and comprehensive cost estimates for clients.
- Create professional, structured proposal documents to effectively communicate offerings.

Requirements:

- Proficient communication skills, ensuring clear and effective interactions with both team members and clients.
- Familiarity with Microsoft Office Suite.
- Prior experience in a professional office environment.
- Dependable transportation.

Preferred Qualifications:

- Minimum of two years' experience in the electronic security sector.
- Strong aspiration to advance and succeed within the organization.

Benefits:

- Comprehensive health and dental insurance.
- 401(K) plan with competitive company matching.
- Generous paid time off, in addition to paid holidays.
- Initial two weeks' vacation period.
- Support for educational advancement through tuition assistance.
- Compensation reflective of skills and experience.

Reporting Structure:

- The Business Development Representative will report directly to the Director of Business Development.

Salary and commission package starting at \$50K, based on experience. Higher earnings possible via commission if sales goals are exceeded.

This role is an excellent opportunity for a professional passionate about growing their career in a dynamic and supportive environment. Join Omni Technology Services and contribute to our continued success and leadership in security and technology solutions!