

URGENTLY HIRING B2B Sales Representative (In Office)

Who We Are:

For 25 years, we've been leaders in the DIY security space (Defender) and baby safety (Levana), creating ground-breaking consumer electronics that bring peace of mind to millions of people all over the world. We sell directly to consumers and Installers through our brand websites, Amazon, and through our retail partners like Costco and Walmart.

Who You Are?

You are a fast paced, results driven, and experienced B2B Sales Representative with a successful sales track record, you have a high degree of self-motivation and resilience within a sales environment. Using your strong interpersonal skills and entrepreneurial mind set, you generate leads and close sales.

Why Join Us?

- Work in a growing company where your impact is direct and visible.
- Competitive base salary + commission.
- Full benefits after 60 days.
- Paid time off – No waiting period.
- Supportive leadership and opportunity to shape your territory and customer relationships.
- Be part of a mission to deliver top-tier security technology to professional installers across the country.

Qualifications:

B2B Sales Experience (1-2 years minimum)

- Proven track record in B2B sales.
- Experience prospecting and managing your own pipeline without relying on inbound leads or a defined lead list.

- Solid background in selling physical products, ideally in security systems, consumer electronics, or similar technical fields.

Self-Starter / Entrepreneurial Experience

- Experience working in early-stage roles where you built your own accounts.
- Ability to identify, qualify, and close leads without guidance.
- Able to track and manage outreach, pipeline stages, and customer data effectively.

Our Core Values

- **Excellence** - We never settle for “good enough.
- **Results** - The path to success is paved with our dedication.
- **Love** - Challenges are no match for our hearts and minds.
- **Learning** - Experimentation and curiosity are part of our DNA.
- **Simplicity** - We strip away the non-essentials to get to what really matters.