



## Account Executive

Multiple Locations (U.S.A and Canada)

### POSITION OVERVIEW

Alarm.com, a fast growth entrepreneurial technology company, is seeking ambitious and self directed individuals with proven outside sales and account management experience to join our team. This is a unique opportunity to get in early with the leading provider of wireless, web, and mobile enabled security, monitoring, and home automation services. The Account Executive is responsible for driving revenue through an assigned set of regional dealers and managing current and prospective dealer relationships to ensure dealer success with Alarm.com products. This position requires at least 50% travel across a regional dealer account base.

Alarm.com was founded in 2000 and in 2003 we were the first company to launch a secure, all digital wireless alarm system. Alarm.com is expanding our technology into new markets and sells to more than 800,000 end customers through more than 3,000 partners and dealers.

### RESPONSIBILITIES

The Account Executive's primary job responsibilities include:

- Managing and developing a large set of assigned dealer accounts to increase productivity and sales of Alarm.com products
- Developing relationships with key individuals inside account base and investigating and resolving obstacles to dealer success
- Initiating and executing on-site dealer product training activities and working closely with the Alarm.com Training Engineer to develop dealer training plans
- Developing relationships with industry partners and educating on the Alarm.com offering to influence dealer sales activity
- Close collaboration with the Director of Dealer Operations and Vice President of Sales to identify target dealers and to coordinate sales and support efforts with inside sales
- Fostering positive and productive relationships with Alarm.com's dealers and communicating information to management that is vital to successful relationships
- Providing weekly account and sales activity reports and other documentation as requested
- Attending industry association meetings and trade shows as necessary
- Interfacing with various departments within the organization including Dealer Operations & Support, Sales Support & Training, Product Management and Marketing
- Providing mentorship and leadership to junior sales staff and inside sales team

### REQUIREMENTS

- Successful history of client and account management, business development, and/or client training
- Proven history of increasing revenue, closing accounts and successfully growing accounts
- Highly motivated, self starter with ability to work independently
- Ability to meet heavy travel demands – approximate travel is 50-75%
- Ability to manage a large set of accounts and prioritize activities for highest impact
- Excellent written and verbal communication skills including client presentation and training delivery experience

For more information visit [www.alarm.com](http://www.alarm.com) or email [smcareers@alarm.com](mailto:smcareers@alarm.com).



- Demonstrated passion for providing the highest-quality customer service
- Experience in security industry a plus but not required
- Ability to sell concepts and value added services a must
- Team player with an extremely positive attitude and flexibility
- Strong technical and computer skills and aptitude
- Ability to work on multiple projects simultaneously in a small, fast-paced environment

#### **COMPANY INFO**

Alarm.com, founded in 2000, is the industry leading technology provider of interactive security solutions. Through advanced wireless monitoring, mobile and web-based services, and a proven hosted services platform, Alarm.com helps protect hundreds of thousands of residential and commercial customers throughout the United States and Canada. Alarm.com's products and services are offered exclusively through a network of over 3,000 licensed and authorized Security Dealers. Alarm.com's headquarters is located in Vienna, VA. For more information, visit [www.alarm.com](http://www.alarm.com).

Alarm.com is an Equal Opportunity Employer

**TO APPLY:** Please email cover letter and resume to [SMCAREERS@ALARM.COM](mailto:SMCAREERS@ALARM.COM)