

Account Manager

Sales Department

Job Description & Responsibilities

It is our privilege to provide security and technology solutions to enterprises around the country – and beyond. We take pride in the excellence of our people and the service we offer to our partners. With more than 15 years in the industry, we are a trusted technology partner for schools, universities, financial institutions, manufacturing facilities, state facilities, hospitals and more. We work every day to create a whole new meaning around customer experience in tech.

Digi Security Systems is seeking an exceptional leader to become part of our sales team. Digi is the leading provider of low voltage security and life safety solutions in the Midwest Region.

Required Proficiencies

Qualified applicants will have the following skill sets:

- Must have extensive Knowledge and Experience in designing and implementing low voltage systems, (CCTV, Access Control, Intrusion, Fire Alarm, Data, VOIP and others)
- Must be an exceptional communicator - verbally and in writing. Digi values communication with our clients and coworkers above all else.
- Must be person that works with integrity and complete commitment to our partners. Digi puts extreme emphasis on the customer experience. We treat our clients as if we are an extension of their organization and will always ensure that our systems are delivered on time, on budget, and with technology that works.
- Must be a self starter with extreme attention to detail. Your compensation will only be limited by you and your team's success.

If you are ready for the challenge of managing important accounts as part of a team with an amazing culture, we welcome you to apply.

Why You'll Love Digi

We truly are a Digi Family. Everyone you work with genuinely cares about the work they do and the people they do it with. You'll never feel alone here; we support each other like the tight-knit team we are.

At Digi, we know people do their best work when they're appreciated. Anyone you talk to at Digi will tell you that this company invests in its employees so you always feel valued and cared about. You will know from your first day that you have a team of support surrounding you.

We believe we have the power to make the world a better place. We invest in our communities, and we live our mantra that People are Our Purpose. We offer security solutions to organizations across the region that provide safety and peace of mind to real people. The work we do is bigger than all of us; we are a team, and together we help protect what matters most.

Apply Online

digiss.com/jobs

Questions? Contact us at hiring@digiss.com

Our Process

Complete your application.

You'll need to upload a resume and a document with three professional references. Our application also includes your work history as well as some questions that help us get to know you as a person.

Stage 1 | If your application aligns to what we're looking for, you'll hear back from someone from our team to schedule an interview.

Stage 2 | If you're moved along to stage 2 of our hiring process, we'll schedule a second interview with you. Often these interviews will include scenarios for you to respond to.

We review our top candidates as a team and send an offer to our most qualified candidate(s) for the job.

All candidates must pass a background check, a drug screening, and a motor vehicle report to be officially hired.

All full-time employees receive health, vision and dental benefits, 401K, and free life insurance. We provide our employees with all the gear and tools they need to do their job excellently.