

#### 3275 N McDonald St McKinney TX 75071

w.w.w.zion.us

Toll Free: 855.ZIONFIRE (946.6347) Phone: 469.ZIONFIRE (946.6347)

Position: Fire Protection Sales Representative

• Location: McKinney, Texas

Schedule: Monday – Friday, 7:30 AM to 4:30 PM (with flexibility for meetings/site visits)

Pay Range: \$50,000 – \$85,000 base + commission (OTE: \$100K+ potential in year 1)

A Includes: Company vehicle, phone, laptop, fuel card

# Job Description

Zion Fire Protection is seeking a **motivated**, **experienced Sales Representative** with a strong background in the **fire protection field** — specifically in **sprinkler and fire alarm systems**. If you've worked in the field or project management and you're ready to step into a high-impact sales career, this is your opportunity to grow.

We're not looking for just a salesperson — we want a **trusted advisor** who understands fire protection systems, can communicate with customers, and thrives in a fast-paced, purposedriven company.

## **Key Responsibilities**

- Generate new leads and close sales for sprinkler, fire alarm, and inspection services
- Meet with general contractors, building owners, property managers, and developers
- Prepare and present professional proposals using ServiceTrade or company CRM
- Collaborate with our design and estimating team for accurate pricing
- Conduct job walks, attend pre-bid meetings, and follow up on project opportunities
- Educate clients about NFPA compliance and the value of working with Zion
- Maintain a sales pipeline and meet monthly performance goals
- Represent Zion Fire's values, integrity, and commitment to life safety

# Qualifications

- 3+ years of sales experience in the fire protection industry
- Strong knowledge of sprinkler and/or fire alarm systems
- Comfortable reading construction plans and specs
- Experience with ServiceTrade or similar CRM preferred
- Valid driver's license and clean driving record
- Excellent communication, time management, and follow-up skills
- Team player mindset with leadership potential

# **1** What We Offer

- Base salary + commission structure with uncapped earning potential
- Company vehicle, laptop, fuel card, and phone
- Full benefits package: medical, dental, vision, paid holidays, PTO



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- Paid training on estimating, sales strategy, fire codes, and compliance
- Clear path to Sales Manager, Estimator, or Branch Development Leader
- Culture of mentorship, ownership, and leadership development
- Work alongside a supportive, fast-growing team that values your success

### Your Future at Zion

Zion Fire Protection is growing 200–400% every year. We're building a team of industry leaders and future branch managers. If you've been in the field and are ready to sell what you know or if you've sold before and want a company that backs you up — this is your moment. This role is **based in McKinney**, **TX**, with projects across the DFW metroplex. We are a **local**, family-owned company with a big vision and a strong reputation.



## How to Apply

Email your resume or interest to: careers@zion.us

Call or text us: 855-ZIONFIRE

Apply online: www.zion.us/careers