



**NAPCO Security Technologies, Inc.  
Regional Sales/ Channel Manager  
Mid Central Territory**

**NAPCO Security Technologies, Inc., a leading electronic security manufacturer, seeks an aggressive experienced sales professional for its Mid-Central sales territory. The ideal candidate will possess a successful track record of 3-5 years security industry experience and hands-on technical understanding of electronic security products, including Intrusion, Fire, Video and Remote Services. Responsibilities will include sales coverage of security dealers and distributors in the territory and entail approximately 70% travel.**

**Scope: The Regional Sales Manager must be able to manage their sales region and grow the business year over year. This is done by generating new business and developing new distribution points, calling on Alarm Dealers, End Users and working within current distribution to generate budgeted/incremental volume within the region. The RSM has the task of developing new and incremental business within the product scope and must be able to develop new leads of distribution, new alarm dealers, introduce NAPCO to end users, etc. to succeed and successfully sell the NAPCO Intrusion product line. The region requires heavy travel and the RSM must be able to travel unencumbered within the region as necessary to complete the scope of the job. High level of energy and activity proves to be successful.**

**Territory consists of: IN, KY, MI, OH, WV, Buffalo, Rochester, and Western PA.**

**Compensation and Benefits: We offer steady, stable, full-time work, and an attractive employment package, including: A competitive salary, 401(k), paid vacation, personal time off, paid holidays, long term disability insurance, tuition reimbursement, medical insurance, dental insurance, life insurance, promotional opportunities and career growth.**