

**POSITION:** Sales Rep for Access Control  
**LOCATION:** San Diego  
**REPORTS TO:** VP of Sales and Business Development  
**TO APPLY:** Email resume & cover letter to [officemanager@txsystems.com](mailto:officemanager@txsystems.com)

## Job Opportunity:

Tx Systems is looking for a qualified full-time Sales Rep for Physical Access Control to join our team. Tx Systems is a provider of smart card technology products, components, and application development services utilized in various industries for identity and access management, connectivity, and security.

The ideal candidate will have a great attitude with a willingness to learn a complex technology and be motivated, well-spoken, and interested in pursuing a career in technology sales. This position will focus on physical/building access control and some government sales. The ideal candidate will have a background in physical access control security and some sales experience, though Tx Systems will provide training.

The position will be required to assist with a variety of job responsibilities within the company to help the candidate acclimate to the technology, the products and company. The position will be sales-based in nature and will require the candidate to complete tasks in lead follow up, order processing, order follow up, packaging and shipping, and various marketing activities.

## Responsibilities:

- Physical Access Control sales to commercial and government enterprises
- IT support for Physical Access Control Systems and possible installations
- Assist with order follow ups via phone and email
- Process/complete web orders
- Lead follow up
- Assist with various marketing efforts including monthly newsletter, social media, web updates, etc
- Perform analysis of marketing and sales data
- Seek and analyze competitor data

## Requirements:

- Experience in Physical Access Control security or IT
- Sales Experience
- Working knowledge of Windows Networks and Active Directory
- Ability to work in a fast-paced team environment
- B.S. or B.A. with a focus in Computer Science, Engineering, IT, etc or another applicable field
- Excellent verbal (phone) and written (email) communication skills
- PowerPoint, Word and Excel experience
- Military experience, electrical (low voltage), CCTV experience is a plus
- Ability to multi-task and good attention to detail
- Ability to take own initiative and learn quickly
- Punctual and reliable
- Some travel required, mostly in the San Diego area
- Must be legally authorized to work in the US

## How to Apply:

- Please send cover letter and resume to [officemanager@txsystems.com](mailto:officemanager@txsystems.com)
- Include a list of 3 references not related to you
- Include salary history of the last 3 employers

## Benefits & Compensation:

- Salary based on experience plus commission bonuses
- 401K
- Health insurance
- Paid vacation & sick leave
- Casual work environment