

Job Title: Life Safety Sales & Fire Extinguisher Technician

Location: 5018 Voges Rd., Madison, WI 53718

Reports to: Life Safety/Service Manager

Overview

Boyer Fire Protection is seeking a motivated and service-minded professional to join our team as a Life Safety Sales & Fire Extinguisher Technician. This hybrid role combines business development with field service expertise, focused on selling and maintaining NFPA 25 Inspection, Testing & Maintenance (ITM) agreements, as well as inspecting, testing, and tagging fire extinguishers. You'll build client relationships, deliver exceptional customer service, and play a key role in protecting lives and property through fire safety.

Key Responsibilities

- Promote and secure NFPA 25 ITM agreements, targeting 3–5 year contracts.
- Sell new fire extinguishers and related inspection/testing services.
- Identify and pursue opportunities through market research, cold calling, and in-person visits.
- Build strong relationships with building owners, property managers, and AHJs.
- Maintain detailed records and follow-up using CRM tools.
- Inspect, test, and tag fire extinguishers per NFPA 10 and company standards.
- Plan efficient service routes and manage your own schedule for customer appointments.
- Generate invoices, process payments, and maintain inspection records.
- Communicate clearly with clients during site visits and offer recommendations.
- Ensure smooth transitions from project closeouts to service agreements.
- Conduct at least two annual fire protection training sessions for stakeholders.
- Maintain documentation for barcoding, signage, and compliance.
- Address customer questions, post-installation concerns, and contract renewals.

Qualifications

- High school diploma required, bachelor's degree in business or related field preferred.
- 3–5 years of experience in fire protection sales or field service preferred.
- Strong understanding of NFPA 10 and 25.
- Excellent communication, time management, and customer service skills.
- Proficiency with Microsoft Office, Apple products, and CRM software.
- Comfortable using mobile devices for scheduling and service documentation.
- Valid driver's license and reliable transportation.
- Willingness to travel as needed.



Compensation & Benefits

- Base hourly wage + commission structure for extinguishers tested/tagged and service contracts secured.
- Opportunity for additional earnings based on performance.
- Company training and support provided.

How to Apply

Interested candidates should send their resume and cover letter to hr@boyerfire.com or fill out the form [here](#).

Boyer Fire Protection is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

Benefits

Health Insurance, HSAs and FSAs, Dental & Vision Insurance, Life Insurance, 401(k) with Company Match, Profit Sharing, Paid Time Off (PTO), Professional Development, Referral Program, and more.



Missouri: (314) 241-9944 | Illinois: (618) 222-1500 | Wisconsin: (608) 424-8420

www.boyerfire.com