

HQ: 5555 W Park Ave., St. Louis, MO 63110  
Wisconsin: 5018 Voges Rd., Madison, WI 53718  
Southern Illinois: Highland, IL



**Job Title:** Life Safety Sales Representative

**Location:**

5555 W. Park Ave., St. Louis, MO 63110  
5018 Voges Rd., Madison, WI 53718  
Southern IL

**Reports to:** Director of Life Safety Sales

**Overview**

Boyer Fire Protection is seeking a motivated and results-driven professional to join our team as a Life Safety Sales Representative. This role focuses on developing new business, expanding existing accounts, and selling NFPA 25 Inspection, Testing & Maintenance (ITM) agreements, along with fire extinguisher inspection and service programs. The ideal candidate will build strong client relationships, identify life safety needs, and provide solutions that ensure compliance and long-term protection.

**Key Responsibilities**

- Secure 3-5 year NFPA 25 ITM agreements and drive sales of new fire extinguishers and related services.
- Identify potential customers (building owners, property managers, AHJs) through market research, cold calling, and in-person visits to present proposals and finalize contracts.
- Build strong relationships with building owners, property managers, and AHJs.
- Keep detailed client interactions and service agreements updated in the company's CRM system.
- Ensure smooth transitions from project completion to ITM agreements, managing barcoding, signage, and compliance documentation.
- Address post-installation inquiries, maintain client satisfaction, and follow up on renewals and service agreements.

**Qualifications**

- High school diploma required, bachelor's degree in business, Sales, or related field preferred.
- 3–5 years of experience in fire protection sales or related industry preferred.
- 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.
- Ability to work effectively in an office and team environment.
- Valid driver's license and reliable transportation.
- Willingness to travel as needed.



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

[www.boyerfire.com](http://www.boyerfire.com)

## Compensation & Benefits

- Base salary + commission structure
- 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](mailto: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.



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