



Mid-West Regional Sales Manager

Reliant Safety, an electronic security integrator and subsidiary of Paths Management Services, LLC, was founded in 2009 to provide comprehensive property security and management solutions for the affordable housing market nationwide. Reliant Safety currently maintains and monitors over 35,000 cameras across eleven states, which support approximately 42,000 residential units. To learn more about our company, please visit our website www.reliantsafe.com.

Summary/Objective: Dynamic and results-driven sales leader with a strong background in electronic security solutions, affordable housing, and public safety. Passionate about providing tailored security and compliance solutions to low-income housing communities, leveraging expertise in law enforcement or security to build trust and enhance property safety. Dedicated to achieving aggressive growth targets through strategic partnerships, exceptional client relationships, and a deep understanding of the affordable housing market. Committed to upholding the company's mission of delivering consistent, high-quality security and management services nationwide.

Classification: Exempt (No overtime eligible)

Location: Chicago, IL remote position

Essential Function/Responsibilities of the successful Mid-West Regional Sales Manager: duties include but are not limited to the following:

- Responsible for achieving their sales goals to facilitate our aggressive, but controlled, growth targets.
- Acquire new accounts through prospecting, networking and strategic partnerships
- Qualify opportunities to determine scope and help develop proposal solutions
- Identify prospect security and technical requirements
- Successfully demonstrate our solutions
- Work with our engineering team to ensure successful delivery of solutions to customer
- Provide implementation of new system for successful onboarding of clients
- Participate in all scheduled sales team meetings/conference calls

- Travel, as needed, to industry events, prospect and partner project locations as well as corporate trainings and functions.
- Develop and follow a sales plan that is reviewed bi-weekly with management
- Other Duties as assigned
- Focus on Low Income Housing Market

Requirements and Qualifications

- Law enforcement a plus; strong understanding of public safety considerations.
- Prior experience working with affordable or low-income housing properties strongly preferred.
- Excellent communications skills
- Professional presentation skills
- Self-starter, cooperative attitude, works well independently, team player
- Must have excellent interpersonal and time management skills
- Must possess a high degree of intelligence, competence, maturity, adaptability, resilience, integrity and initiative
- Clear, logical and persuasive communication skills with an ability to work closely with executives and employees at all levels
- Excellent attention to detail
- Proficient with Microsoft Office, Salesforce a plus

Benefits

- Medical Insurance: 100% of medical benefits paid for employees only
- Voluntary dental and vision plan options
- Bonus Eligible
- 401(K) available plus company match
- Paid Time Off
- 12 Paid Company Holidays
- Commuter Benefits
- Voluntary short-term disability, long-term disability, life insurance, dependent coverage
- Voluntary accident insurance, critical illness insurance, and hospital indemnity Insurance
- Employee Referral Program
- Employee Assistance Program (EAP)

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