

# Architectural Services Consultant - Wisconsin or Illinois

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## Creating Peace of Mind by Pioneering Safety and Security

*At Allegion, we help keep the people you know and love safe and secure where they live, work and visit. With more than 30 brands, 12,000+ employees globally and products sold in 130 countries, we specialize in security around the doorway and beyond. Additionally, in 2024 we were awarded the Gallup Exceptional Workplace Award, which recognizes the most engaged workplace cultures in the world.*

## Architectural Services Consultant - Wisconsin or Illinois

The Architectural Services Consultant will promote professional door hardware specification services including Division 8 and 28 to prospective architectural accounts as a "pull through" sales strategy to penetrate the market. The Architectural Services Consultant will develop the face-to-face relationship with new architecture firms while promoting our products and services.

## What You Will Do

- Create and manage strategic target account objectives.
- Oversee hardware coordination for projects from the design phase through to substantial completion.
- Ensure that projects are executed according to the established schedule.
- Promotes Allegion brands and architectural services.
- Responsible for architectural education including Lunch and Learns and industry networking events.
- Procures project specification opportunities using industry knowledge and network.
- Utilizes relationships and industry expertise to initiate architectural consulting agreements with firms.
- Collaborates closely with the local project sales team on specification projects and market meetings.
- Maintains excellent industry/competitor product knowledge by reviewing and understanding market data of competitive activity. Adapts to changes in marketplace.
- Maintains awareness of all Allegion policies, guidelines, and procedures and ensure compliance.

## **What You Need To Succeed**

- High School Diploma required; Bachelor's degree preferred
- Minimum of 7-10 years sales experience, preferably in a business development role; industry/architectural experience preferred
- Ability to travel up to 50% within the territory, limited to zero overnight travel
- Basic understanding of security systems integrations and electronic components
- Excellent verbal and written communication skills
- Demonstrated experience influencing others with a bias for action
- Strong customer service focus
- Candidate must live within Wisconsin or Northern Illinois to call on customers within the territory

## **Why Work for Us?**

### **Allegion is a Great Place to Grow your Career if:**

- You're seeking a rewarding opportunity that allows you to truly help others. With thousands of employees and customers around the world, there's plenty of room to make an impact. As our values state, "this is your business, run with it".
- You're looking for a company that will invest in your professional development. As we grow, we want you to grow with us.
- You want a culture that promotes work-life balance. Our employees enjoy generous paid time off, because at Allegion we recognize that you have a full life outside of work!

## **What You'll Get From Us**

- Health, dental and vision insurance coverage, helping you "be safe, be healthy"
- Unlimited paid time off
- A commitment to your future with a 401K plan, which currently offers a 6% company match and no vesting period
- Health Savings Accounts – Tax-advantaged savings account used for healthcare expenses
- Flexible Spending Accounts – Tax-advantaged spending accounts for healthcare and/or dependent daycare expenses
- Disability Insurance –Short-Term and Long-Term coverage, paid for by Allegion, provides income replacement for illness or injury
- Life Insurance – Term life coverage with the option to purchase supplemental coverage
- Tuition Reimbursement
- Voluntary Wellness Program – Simply complete wellness activities and earn up to \$2,000 in rewards.
- Employee Discounts through Perks at Work

- Community involvement and opportunities to give back so you can “serve others, not yourself”
- Opportunities to leverage your unique strengths through CliftonStrengths assessment & coaching

**Compensation:** This range is provided by Allegion. Your actual pay will be based on your skills and experience.

- The expected total compensation range: \$97,300 - \$151,900. The actual compensation will be determined based on experience and other factors permitted by law.

### **Apply Today!**

Join our team of experts today and help us make tomorrow's world a safer place!

***Not sure if your experience perfectly aligns with the role?*** Studies have shown that some people are less likely to apply to jobs unless they meet every single qualification **and** every single preferred qualification of a job posting. At Allegion, we are dedicated to building a diverse, inclusive, and authentic workplace. So, if you're excited about this role but your past experience doesn't align perfectly with every item in the job description, we encourage you to apply anyway. You may be just the right candidate for this role.

Itasca IL 947 W Hawthorn Drive, Remote Location Illinois

### **We Celebrate Who We Are!**

Allegion is committed to building and maintaining a diverse and inclusive workplace. Together, we embrace all differences and similarities among colleagues, as well as the differences and similarities within the relationships that we foster with customers, suppliers and the communities where we live and work. Whatever your background, experience, race, color, national origin, religion, age, gender, gender identity, disability status, sexual orientation, protected veteran status, or any other characteristic protected by law, we will make sure that you have every opportunity to impress us in your application and the opportunity to give your best at work, not because we're required to, but because it's the right thing to do. We are also committed to providing accommodations for persons with disabilities. If for any reason you cannot apply through our career site and require an accommodation or assistance, please contact our Talent Acquisition Team.