

Independent Sales Representative – Northeast Territory (1099 Contractor)

Location: Northeast United States (ME, NH, VT, MA, RI, CT, NY, NJ, PA, DE, MD, WV, VA)

Company: Advanced Electronic Solutions Global, Inc. (AES Global)

Position Summary

Advanced Electronic Solutions Global, Inc. is seeking an experienced Independent Sales Representative to develop and expand our distribution network throughout the Northeast United States. This is an independent contractor (1099) opportunity for a highly motivated sales professional with experience in access control, gate automation, perimeter security, fencing, or related industries.

The successful candidate will be responsible for growing existing distributor relationships, developing new distribution partners, increasing market penetration, and representing AES Global's portfolio of automation, access control, and security solutions.

This position offers significant autonomy while partnering with an established organization focused on long-term growth within the security and gate automation marketplace.

Territory

The Northeast Territory includes:

- Maine
- New Hampshire
- Vermont
- Massachusetts
- Rhode Island
- Connecticut
- New York
- New Jersey
- Pennsylvania
- Delaware

- Maryland
- West Virginia
- Virginia

AES Global reserves the right to modify territory boundaries, assign national accounts, or reassign specific accounts as business needs require.

Primary Responsibilities

- Develop and establish new distributor relationships throughout the assigned territory.
- Grow sales within existing distributor accounts.
- Identify new business opportunities and expand market penetration.
- Conduct distributor visits, product demonstrations, and sales presentations.
- Assist distributors with product selection, applications, and sales support.
- Participate in approved trade shows, industry events, and customer meetings.
- Maintain regular communication with distributors and key decision-makers.
- Submit quarterly sales and business development reports.
- Prepare and present an annual territory business plan.
- Provide competitive market intelligence and industry feedback.
- Represent AES Global professionally while maintaining the highest ethical standards.
- Ensure compliance with all applicable federal, state, and local laws.

Performance Expectations

The Northeast Territory is considered a strategic growth market. Successful representatives will be expected to:

- Drive consistent year-over-year sales growth.
- Expand market share throughout the assigned territory.
- Develop new distributor partnerships annually.

- Generate meaningful revenue from newly established distribution channels.
- Maintain strong relationships with existing distributors while identifying opportunities for expansion.
- Execute a disciplined territory management strategy focused on sustainable long-term growth.

Performance is evaluated quarterly based on:

- Sales growth
- New distributor development
- Revenue generated from new business
- Distributor retention and engagement
- Territory development activities
- Market penetration

Qualifications

- Proven outside sales experience in gate automation, access control, perimeter security, fencing, commercial door hardware, building products, or related industries.
- Strong distributor and channel sales experience preferred.
- Demonstrated ability to develop new business while managing existing accounts.
- Excellent presentation, negotiation, and relationship-building skills.
- Self-motivated with strong organizational and time management abilities.
- Ability to travel extensively throughout the assigned territory.
- Valid driver's license and reliable transportation.
- Proficiency with CRM software, Microsoft Office, and virtual meeting platforms.

Independent Contractor Status

This position is an independent contractor (1099) opportunity and is not an employee position. Representatives operate their own business, determine their own schedules,

and are responsible for their own business expenses, insurance, licensing, and tax obligations.

What We're Looking For

We are seeking an entrepreneurial sales professional who thrives on developing new markets, building lasting distributor relationships, and growing revenue through consultative selling. The ideal candidate is disciplined, customer-focused, and committed to delivering exceptional service while expanding AES Global's presence throughout the Northeast.

About Advanced Electronic Solutions Global

Advanced Electronic Solutions Global, Inc. is a leading provider of gate automation, access control, and perimeter security solutions. We partner with distributors, dealers, and installers to deliver innovative products backed by technical expertise and exceptional customer support. Our mission is to provide dependable solutions that help our partners grow their businesses while protecting people and property.