

Job Title: Head of Fadini Bollard Sales (US market)

Territory: The full US market

About the role: As Head of Fadini Bollard Sales you will be the face of the brand in the US market. Knocking down doors, building relationships and giving great service are the core principles of success in this role. You will manage all stages of the sales process.

Key points:

- Give your new customers access to an industry leading product range
- Autonomy over route to market
- Exceptional lead times
- OEM options
- Flexibility to design a product suited to the specifics of the market
- Industry leading marketing support
- Support from the AES Global US team of 15 people
- Home based with approximately 25% of the time in the field visiting clients and at events.

Key responsibilities:

- Proactively identify and win new business within your region
- Conduct face to face and remote sales pitches, presentations and demonstrations
- Hit sales goals
- Work closely with management to customise the portfolio, marketing and route to market to hit your goals.

About AES Global:

- An ambitious, growing company comprising of over 50 staff globally. With bases in London, Florida and production facility in Northern Ireland. With a growing sales team around the world AES continue to push for growth. In 2025 AES experienced 26% sales growth in the US market alone.
- AES have historically specialised in wireless Access Control Products primarily aimed at the gate and security market. More recently the product portfolio and future goals have expanded and the partnership with Fadini is a huge component of this expansion.



Advanced Electronic Solutions Global Inc

Why Fadini Products:

- Crash rated products included ASTM certifications
- Very short product lead times (Most products can be shipped within 1 week of order)
- One of Europe's most successful and longest serving bollard manufacturers. Fadini have produced bollards since 1991.
- Climatic chamber testing from -50°f to +175°f.

About you:

- Experience within the perimeter security market (this does not necessarily need to be in an outside sales role).
- An understanding of the competitors in the bollard and perimeter market.
- Some existing network or contacts.
- A desire to build a brand and oversee many parts of the long term growth of the brand in the US market.

What we offer:

- \$65,000-\$80,000 Base Salary (depending on experience and location)
- Uncapped commission of 1% on all sales. This has very significant future growth potential.
- A 2% profit bonus.
- \$575 per month car allowance.
- A PTO allowance of 28 days including public holidays.

Glenn Ball

Global Sales Director