# PALADIN

# **Manufacturer Representatives**

CCTV, A/V, Access Control, Networking, Alarms P: 631-435-1010 Website: Paladinsalesgroup.com

SALES GROUP











# New England & Upstate NY

### Anthony O'Donnell

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## Mid-Atlantic

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## **Douglas Cole**

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### Northern NJ & Upstate NY

### Fred Mawson

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### **Debbie Cole**

**Director of Operations** 631-435-1010 (Office)

### NY Metro & Long Island

### **Derek Cleveland**

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## Ralph Salonia

Senior Project Engineer RalphS@paladinsalesgroup.com 516-353-1875

# **How We Support**

# **Inside Sales**

Our inside sales are here to support your team. Whether you are a distributor or an integrator our inside sales can support in product selection, product information and project pricing.



# **Team Training**

Our team and their extensive product knowledge can help train your team. Whether your team needs sales training or technical training our team can help get them up to speed on our products.



# **Site Walkthroughs**

Our team can join your sales team and project managers for site walkthroughs. With our extensive product knowledge, we can work with you in deciding the best product solution for your customer.



# **Project Engineering**

Our Senior Project Engineer is here to support your team in building out your project. Whether it is deciding the right cameras, the right server size, the right switches, or best access control system, they can help build out the best system for your customer.



Our team can support you in presenting our products to your customers. Use us as an extension of your sales team to show your customer how our products can help them with what they need.



### **End User Training**

After your installation is complete, use our team to help train your end user. Bring our team in to help train your customer and show them everything they need to know to get the most out of their brand -new system.

