

AFS

Amthal

FIRE & SECURITY

PROTECTING WHAT'S PRECIOUS

JOB DESCRIPTION

POSITION TITLE:

Account Manager & System Designer

LOCATION:




Home/Office - Servicing London & Home Counties




POSITION:

We have an excellent opportunity for an individual who is looking to become a valued member of a growing and ambitious fire and security business. Joining an established and successful business development team, you should be a highly motivated, positive and enthusiastic individual who has a proven track record in security (& fire) integrated system design and sales. You will be responsible for managing existing and identifying new clients to build your pipeline and meet ambitious annual revenue targets.

PERSON:

We are seeking someone with commercial security (& fire) industry experience who can demonstrate a successful sales and system design career. Along with the ability to understanding clients' needs and deliver full system design and effective management of relationships. An essential aspect of the role is to develop new and existing client relationships, taking responsibility for and ensuring smooth communications between all internal and external clients, managing a complete process from initial client contact, system requirements and design thus ensuring an exceptional client experience.

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Registered office: 1 Executive Park, Hatfield Road, St Albans, Herts, AL1 4TA

JOB DESCRIPTION

POSITION TITLE: Account Manager & System Designer

LOCATION: Home/Office - covering London & Home Counties

THE ROLE




- Proactively sell portfolio of integrated electronic Security (Fire) solutions to new and existing customers
- Proactively research, identify and convert new business opportunities in line with company's top customer profiles
- Optimise the cross-selling of all fire and security solutions to new and existing customers
- professionally complete site surveys and client meetings to understand customers specification/requirements
- Production of designs and quotations for Intruder, Access Control, CCTV (Fire)
- Build and maintain business relations with new and existing clients to build pipeline and meet sales targets
- Ensure quotations are delivered within agreed deadlines and updated on internal CRM
- Independently follow up quotations, negotiate and close outstanding opportunities
- Identify and attend industry specific networking events
- Operate in line with Amthal's vision, mission and values




KEY EXPERIENCE & ATTRIBUTES

- You will need to be an accomplished Sales and Design Consultant with a proven track record within the security (fire) industry
- You will have a good working knowledge of regulatory requirements, compliance standards and British Standards
- Excellent IT skills and a familiarity with Microsoft packages are essential
- You will have a track record and be able to demonstrate working to and exceeding a sales target
- You will be a team player with ambition and a "hunter" mentality
- Be able to communicate and build successful working relationships with customers and colleagues
- Work well under pressure and be able to meet deadlines
- Have a flexible attitude towards working hours
- Have the desire to learn and continually improve your knowledge

The above Job Description may change subject to the business needs and a new version will be given to the individual

We are committed to equality of opportunity for all staff and applications from individuals are encouraged regardless of age, disability, sex, gender reassignment, sexual orientation, pregnancy and maternity, race, religion or belief and marriage and civil partnerships.

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