

The AFS logo consists of the letters 'AFS' in a bold, white, sans-serif font, centered within a dark blue circle. This circle is set against a larger, lighter blue circular background with a radial pattern of lines.

# Amthal

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## FIRE & SECURITY

PROTECTING WHAT'S PRECIOUS

## ROLE DESCRIPTION

**Role**

Internal Service Sales Executive

**Location**

Hybrid Working - Home & Executive Park, St Albans, AL1 4TA

### **COMPANY OVERVIEW:**

An Independently-owned electronic fire & security company; accredited by SSAIB, UKAS and BAFE; Amthal designs, installs, commissions and maintains tailored, modern and effective electronic fire & security systems. Amthal's focus is a very personal, customised service: understanding customer's needs, advising and recommending the most appropriate systems, installing everything with minimal disruption and providing the highest quality maintenance, support and assistance.

### **ROLE OVERVIEW:**

An exciting opportunity for an experienced and ambitious internal Service Sales Executive who can quickly and accurately, create remedial and service agreement quotations for our existing client base. You will become part of an ambitious and growing business and will be a valued member of our already established and successful Strategic Accounts Sales Team. You will be responsible for preparing and delivering quotes to our existing client relationships, to build a pipeline of service and repair works with a personal and team sales target to achieve.

### **THE ROLE INVOLVES:**

- Your main role will be to proactively sell repairs and remedial works, to Amthal's portfolio of existing Fire and Security solutions and service packages, to both new and existing customers.
- Work closely with our field based engineering team to process, understand and deliver the day to day recommendations following service and repair works on our existing portfolio of sites.
- Building strong working relationships with our supply chain and manufacturers to ensure quick turn around of repairs and upgrade quotations to existing systems.
- Undertake and develop specific industry technical training around Electronic Fire & Security systems to help identify and correctly understand our engineers fault diagnosis.
- Utilise the company internal job reporting system to close down and prepare quotations to all works requiring follow up from the engineering team.
- Learn, implement and further develop our quotation management system to forecast, follow up on, negotiate and close outstanding quotation opportunities with our customers.
- Internally manage all proceeded works throughout the wider company structure to ensure smooth delivery and constant customer care is being achieved.
- Operate in line with Amthal's vision, mission and values to get it right first time, every time

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

# ROLE DESCRIPTION

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## **KEY EXPERIENCE, SKILLS AND ATTRIBUTES:**

- You must be a team player who is able to communicate and build successful working relationships with customers and like minded colleagues
- Be ambitious with a pro-active work ethic and a development mentality
- Excellent IT skills including MS Office and ability to learn new SaaS systems is essential
- Ability to adapt according to the environment and the people that you may be presenting to.
- Excellent inter-personal skills with a pro-active work ethic
- Excellent written/verbal communication and presentation skills
- Be a positive and enthusiastic self-starter with exceptional time keeping
- Work well under pressure, able to prioritise and meet deadlines
- Have the desire to learn and continually improve your knowledge

## **WE OFFER:**

- Minimum 25 days holiday with additional days added for long service
- Work based pension scheme
- Competitive salary
- Flexible working
- Social working environment and close sales support network within your team

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

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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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