

Job Description

Role: Business Development Manager
Location: Hybrid Working – London & Home Counties

Company Overview

Amthal Group is a newly formed independently owned group of established businesses who design, install, maintain, and monitor electronic life safety and security systems. Amthal Fire & Security (AFS) established 2000 operate from St Albans in Hertfordshire with current sales of £5.5m and 65 team members.

Integrated Protection Maintenance Services (IPL) established 2005 operate from Coleshill in Birmingham with current sales of £1.9m and 14 team members. The combined vision of the group is to scale a sustainable and dynamic group of businesses through continuous investment & development in its people.


With a mission to provide compliant protection, unrivalled customer experience and professional service. Committed to achieving operational excellence, through empowering and developing, exceptional talent, to maintain our friendly and supportive environment.


Role Overview


An exciting opportunity for an experienced and ambitious installation sales account manager, who can design integrated systems and is looking to become part of an ambitious and growing business. You will be joining our established and successful organisation to become a valued member of our business development team.


Unrestricted by area or industry sector, you will be responsible for developing new and existing client relationships with exceptional management, design and support to build your pipeline and achieve annual sales in excess of £500k. The position requires high levels of self-motivation, a highly organised individual with exceptional communication skills.


A proven track record of understanding client requirements, designing effective integrated security and fire systems, while maintaining and developing client relationships. In return you will be provided with full training and induction programme to get up to speed including 121 support and ongoing check ins with line manager.

 Amthal-security-limited

 Amthalfiresecurity

 Amthaladvantage

 Amthaladvantage

 Amthalfiresecurity

The Role Involves

- Your main role will be to proactively sell Amthal's full portfolio of integrated Fire and Security solutions to both new and existing clients
- Proactively research, identify and convert new business opportunities in line with the company's top customer profiles
- Optimise the cross-selling of all Fire and Security solutions to new and existing clients
- Complete site surveys and arrange client meetings to understand customers specification/requirements
- Production of designs, proposals and quotations for, and not limited to; CCTV, Intruder Alarm, Door Entry, Access Control & Fire Alarm Systems
- Build and maintain business relations with existing key clients
- Be able to identify and build relations with new and existing clients to build pipeline and meet sales targets
- Ensure quotations are delivered within the deadlines provided and updated on to internal CRM system
- Follow up on quotations, negotiate and close outstanding opportunities with clients
- Identify and attend industry specific networking events
- Operate in line with Amthal's vision, mission and values to get it right first time, every time

Skills & Experience

- An accomplished Sales and Design Consultant career with a proven track record within an independent business
- You will need to evidence 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 of working to and exceeding a sales target
- You will be a team player with ambition and a "hunter" mentality
- Ability to adapt according to the environment and the people that you may be presenting to.
- Be able to communicate and build successful working relationships with customers and colleagues
- 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 a flexible attitude towards working hours
- Have the desire to learn and continually improve your knowledge

