

Business Development Manager

(New and Existing Business)

Head Office - Essex

Access Control | Intruder Detection | CCTV | ANPR | Fire Detection | Service & Maintenance | Integrated Security Systems.

Purpose of the role

Reporting to the UK Group Sales Director, the Business Development Manager's role is responsible for profitability and developing the company's installations and service & maintenance contracts within a defined geographical location (East London & Essex), as well as being allocated to one or two discreet verticals (Construction/M&E Contractors).

We are seeking motivated and career hungry individuals that possess passion, flair, energy and talent. We are embarking on the most ambitious sales growth programme in the company's history. We invite you to make history with us.

About us

ClearView Communications was formed in 1996 and was initially set up to provide bespoke equipment to the police market. Since then, ClearView has branched in to supplying a range of security products, to a wide range of different market sectors. We now look after sites ranging from residential houses, to primary schools, to large multi-site corporations.

Main Duties & Key Responsibilities

Primary Activities

- Collaborate directly within the existing sales and marketing team
- One-day office and 4 days in the field – this is a high activity role (expectation of 45 visits per month)
- Primarily develop sales of new service contracts (and cross and up-selling)
- Develop sales of security systems installations
- Conduct site surveys to assess customer needs (an office based Design Team will support with generating installation quotes, but service and maintenance quotes will be generated by the BDM)
- Although some support will emanate from the office on appointment booking, cold calling, meeting generation and own diary management will be required
- Presentation of proposals to customers
- Account management
- Establish and maintain excellent customer relations
- Prepare and implement weekly and monthly sales forecast
- Achieve and Exceed set KPI targets for appointments, quotes and sales
- Maintain up-to-date sales forecast records via the company's CRM system
- Stakeholder management.

Secondary Activities

- Provide input to Company's lead generation activities and topics
- Liaise with Support and Operations teams as part of the smooth processing of customer requirements
- Understand and apply company procedures under Quality and H&S as part of the sales process and functions
- Liaise with the Sales & Marketing coordinator with marketing initiatives.

Skills, Knowledge and Experience

Required:

- Proven track record in security sales (deal values between £2K and £150K)

- Excellent account management skills
- IT skills on Microsoft Office systems.

Desirable:

- Experience of the security sector – multi-disciplinary
- Experience of service and maintenance contracts, sales and takeovers.

Personal Attributes

- Exemplary professionalism
- Integrity and ability to work productively without close supervision – strong work ethic
- First class team player
- Exemplary Customer Service focus
- Ability to think on a strategic level and align projects to ClearView business goals
- Implement and monitor a structured system of plans, policies, procedures and controls to continuously improve the Department's performance
- Ability to communicate well, laterally and vertically within the organisation. Have good influencing and presentation skills, and able to liaise with stakeholders at many different levels
- An effective decision maker
- Good organisation and planning skills
- Open minded – 'green light thinking' approach
- An aptitude for technology.

Package

- **Highly competitive base salary**
- **Generous Commission Plan**
- **Employee Benefits Platform – Perkbox (Discounts with UK's biggest brands, Employee Assistance Programme, Cycle to work scheme, Childcare vouchers etc.)**
- **Car or Car Allowance + Fuel**
- **Laptop**
- **25 days holiday + Bank Holidays**
- **Pension.**