

Business Development Manager:

Nexus Security Solutions Limited wish to employ a Business Development Manager with experience in selling electronic security solutions into various vertical markets, inclusive of access control, CCTV, and intruder alarm systems. This position is available due to the company's ambitious growth plans and provides a great opportunity for career progression within a young, but extremely ambitious integrator.

The applicant will ideally require a minimum of 2 years' experience selling project, service/maintenance and cloud subscription contracts within the electronic security industry or a similar solutions centric market. Full training, support and mentoring will be provided to ensure that the successful candidate meets their true and full potential.

Job Description Overview:

The successful candidate will be required to generate new project and service/ maintenance opportunities and carry out surveys/ quote these with a view to closing. In addition, they will be assigned existing key accounts to manage on a day-to-day basis with a view to building strong relationships and developing these accounts to provide further sales opportunities. They must ensure that the quotations produced are technically accurate and commercially correct, but attractive to the customer. The individual must possess excellent relationship building and influencing skills alongside an ability to communicate with clients and members of the team. They must be confident in their ability to deliver, but patient in their approach, and share the vision of an extremely ambitious company.

Location:

National, but with particular focus on Buckinghamshire, Oxfordshire, London, and the Home Counties.

The role will be based from our head office in Amersham, Buckinghamshire and the candidate will be responsible for managing their own diary, with time largely spent out in the field with clients and split between the office/ home as required.

Responsibilities:

- Introduce new customers into the business.
- Visit customer sites to carry out project surveys and interpret their requirements correctly.
- Produce customer quotations and pricing documents in line with the company standards.
- Follow up on quoted works with a view to close
- Maintain and develop existing client relationships and accounts
- Establish relationships with new clients



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- Assist the estimating team on bids for new project work
- Prepare reports for the sales management team
- Meet and exceed regular sales targets
- Update sales forecasts regularly and accurately
- Record and maintain client contact data
- Carry out handover of jobs to the projects team
- Provide updates to customers on new technologies
- Liaise with members of other departments as required
- Work with suppliers and manufacturers for quotations

Skillset Requirements:

- Demonstrable experience in Security systems/ maintenance sales role for a minimum of 2 years.
- Excellent sales skills, with a proven track record of business development success.
- Good knowledge of our industry, experience of achieving growth in numerous vertical markets
- Experience of engaging and managing relationships at all levels.
- Must be able to demonstrate the ability to engage with clients, including being able to communicate at all levels with ease and to create a positive and engaged approach.
- Presentation/communication skills/negotiation skills.
- Estimating/costing/budgeting/financial - commercial tools
- Must have knowledge on the systems we sell (further training will be provided)
- Relevant Security industry product and manufacturer training qualifications/courses.
- Good computer skills incl. use of Excel and word and other Microsoft applications such as sharepoint.

Personality Profile:

- Take pride in your work
- Ambition to succeed
- Good timekeeping
- Positive attitude
- Focused and self-motivated
- Attention to detail
- Good customer relations skills/ ability to communicate professionally
- Ability to be Self-sufficient
- Can use own initiative and make decisions under pressure.
- Proactive



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- Teamwork ethic


Salary and Benefits:

- Up to £30K basic per annum depending on experience
- Commission on all sales in line with our commission structure, which is uncapped
- Car allowance
- Mobile Phone
- Optional private healthcare
- 20 days holiday per annum, plus an additional day off on your birthday. An extra day's holiday issued per year of service capped at 5 years' service.

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