

United Kingdom Jobs Expertini®

Business Development Manager

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Company: Postilion Search Limited

Location: Nottingham

Category: sales-and-related

Do you want more autonomy, want to feel valued and rewarded for your successes if so then read on, this one could be for you...

This is a new, exciting position with a long established security solutions provider in the UK, the role is to join as a Business Development Manager, based in the Nottingham area. This is a forward thinking company that provides cutting edge technology; cctv, access control and remote monitoring that helps ensure the safety of people and businesses globally. APPLY NOW for more information.

Job Title: Business Development Manager

Industry: Security Solutions

Location: Nottingham / Midlands

Package: £160,000+ - package incl, Healthcare, Life Insurance, Pension, Car/Car Allowance, Tablet, Phone & home office.

Role

The key responsibilities for this exciting Business Development Manager position will be a

focused on developing new business across key verticals in the UK, hunting for and cultivating opportunities, the role is solution selling business to business, offering security installation in the form of; video surveillance, access control, intruder, cloud based security solutions and remote monitoring. This role will require being autonomous and self generating leads and making and managing appointments. The successful candidate will be joining a sales team of 11 and will be required to meet and exceed targets and converting marketing strategies into sales. This is a challenging but extremely exciting and rewarding role... a great opportunity to be part of a stable organization experiencing rapid growth phase.

Candidate

Are you a Business Development Manager already working in the electronic security sector or maybe a Account Manager in the industry feeling undervalued and not challenged in your current role? Don't feel you're being rewarded properly even though you're smashing targets?

We are seeking candidates from directly within the electronic security sector who can hit the ground running.... if you have a minimum of 3 years in the sector then we'd love to hear from you.

To be successful the ideal candidate will be ambitious, disciplined and well organised, possessing the focus, attention to detail and the desire to close deals, Managing long complex sales cycles through to fruition and winning business. Ideally having demonstrable experience in a high pressure sales environment ideally selling security systems into the commercial or public sector in Ireland. We are seeking the type of person is confident to coerce at all levels of business and interface with a multitude of organisations in different sectors. Polished oral, written communication & presentations skills are essential

The Package

This role as Business Development Manager is offering a basic salary of £60,000 / £65,000 with a realistic OTE of £160,000+ OTE with an uncapped commission structure. Also included in this package will be Healthcare, Pension, Life Insurance, Car allowance or

company car, Tablet, Phone & Home office. This company offers great opportunity for training, career progression & development. APPLY NOW for more information.

At Postilion we specialise sales recruitment in all industries at all levels including, Security sales, CCTV, Business Development Manager, sale Executives, Security market, Security solutions, Sales professionals APPLY NOW!

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