

UK Sales Manager - remote

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Company: Heat Recruitment

Location: England

Category: other-general

We are proud to be working with a genuine leading Facilities Management business that specialise in Fire and Electrical related compliance solutions for business UK wide, as they look to recruit an experienced national BDM with immediate effect. This business have some extremely impressive USP's. They are the biggest independent maintenance company specialising in their area of expertise within FM. They have strong working relationships with the majority of elite level football clubs – the likes of Tottenham Hotspur, Liverpool FC, and have also supplied maintenance services into the New Wembley Stadium, the Olympic Stadium and more. Their client base consists typically of a strong mix of FM businesses such as CBRE, Mitie and Engie, but also end users in markets such as property and accommodation, parliament, education and councils as well as leisure and hospitality. They have provided key services into a real range of organisations - Buckingham palace, Universities, Travelodge, Johnson Controls to name but a few. This role is replacing a long standing team member who is moving internally into a new role, and therefore you will inherit a pipeline of opportunities. The key message here though is that the ideal candidate needs to be a new business hunter, not a farmer – so you will be expected to be able to generate your own pipeline from scratch as well as develop what is already there. You need to be capable of new business winning, and also some existing relationship nurturing. It is essential you have a strong, stable track record of results in service based solution selling from the world of Facilities Management – be that hard or soft FM. You will be capable of absorbing technical information and asking technical questions, but will ultimately be a sales person. Full training will be provided on the services which are essentially maintenance based services

associated with Fire health and safety and compliance. You do not need to come from the direct competition – but some allied industry or similar experience would be desirable. Key decision makers you will sell to will typically be the likes of: estates managers, FM managers and directors, procurement departments, health and safety departments, building management etc. You will be able to demonstrate where and how you have succeeded in your Sales career so far, and will come with fresh ideas on new markets to potentially break in to. Our client have customers to this day that have been with them since inception over 10 years ago – and they regularly win work through recommendations and referrals as their track record for service delivery is so strong. This role will ensure the business continues to grow and due to further investment from the FM parent company there is likely to be real development opportunities over time for the right person. You will have strong support from a customer service team, technical teams, and internal sales teams, but you will relish being the true sales spearhead for the business. You will expect a base salary 45-55k plus a car package circa 6k and an uncapped OTE that can see you earn upwards of £75,000 plus bens. You can be based anywhere in the UK, as long as you are happy getting across the country to see certain customers face to face throughout the calendar year.

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