

Senseco Systems Limited

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Business Development Manager – Maintenance Sales Vacancy

Senseco Systems Ltd has an opportunity to employ a **Business Development Manager - Maintenance** to work in an established team focusing on end users and some Facilities Management Companies, within South East England. This position is available as a result of business growth, and with plans for further expansion and grow this is an exciting time for an experienced, motivated individual to join our team!

Job Description Overview:

To generate, develop, survey and quote for, new maintenance sales opportunities with new prospect end user clients and select FM providers. To ensure we identify and develop new clients, as well as our existing client base and key accounts, building strong relations in a variety of sectors to provide business resilience, increasing opportunities and existing client spend. To acquire orders and achieve target sales volumes and margins from new business targets and identified / new accounts. To apply knowledge and understanding of the features, functions and benefits of the Senseco Systems services to offer the best solution to the customer. This individual must possess excellent influencing and powerful communication skills, to engage clients, Senior Management and colleagues.

A full job description is available on request

Skills Requirements:

- Demonstrable experience in a fire and / or security Maintenance Sales Role, a minimum of 5 years
- Excellent sales skills, with a proven track record of sales / business development success
- Strong knowledge of market development techniques, experience of achieving growth in a range of markets
- Experience in a range of business situations
- Excellent influencing and powerful communication skills
- Proactive with a positive 'can do' approach
- Excellent role model
- 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
- Excellent organisational skills to meet deadlines
- Presentation / communication skills / negotiation skills
- Estimating / costing / budgeting / financial - commercial tools
- Can use own initiative and make decisions under pressure
- Sound understanding of the British Standards relevant to the fire industry preferable
- Good understanding of PC software (Excel/Word/Outlook/PowerPoint)
- Good written, oral and numerical skills. Excellent telephone manner

Interested? Please send your CV to our Careers Team – careers@sensecosystems.com

Closing Date: 7th September 2022