

Business Development Manager

This is an excellent opportunity for a target driven business development professional with previous experience and proven success within the Security Manned Guarding sector, Alarm Response and CCTV.

Responsibilities

Drive new business revenue through acquiring and servicing new clients

- Working to a revenue target to help increase the profitability of the company
- Develop and manage relationships with both new and key clients
- Work alongside account managers to maximise on opportunity from current clients
- Attend networking events to pick up on leads, meet new potential clients and promote the company
- Field based covering national territory, effectively managing your own diary
- The role is based in London (60%) but will require UK wide contracts.
- Liaising with new and existing clients over the phone and meeting them face to face.
- Prepared sales quotations and proposals and engaged in project management duties
- Consistently hit weekly activity based KPI's monthly targets and KPI's set
- Liaise with the operations team in the co-ordination of contract bids including specification development and pricing
- Experience of developing cost proposals and writing tender documents

Skills & Experience:

- Demonstrable experience of closing sales with a successful history of target achievement
- Experience selling security services eg: manned guarding, mobile patrol, alarm response
- Strong organisational skills and attention to detail
- Full driving licence
- A natural self-starter and high motivated individual
- Maintained relationships with existing clients and key decision makers

What's on Offer?

- £25000 + commission and a company car and Mobile.