



## Security Systems Sales Consultant

**Job Type:** Permanent  
**Location:** London  
**Salary:** OTE £60K  
**Benefits:** Company Car, Mobile Phone Allowances

**This is a fantastic opportunity for anyone who is prepared to roll their sleeves up and focus on increasing profitable sales**

### **Job Description:**

Responsible for building long-term business relationships with Security Managers, M&E Contractors, Architects, Developers and Facility Managers within the top companies in Britain. Through gaining a full understanding of their client's business needs and responsibilities the sales executive will propose various solutions based on budgetary requirement and purpose.

The market is one that is highly competitive and as such the sales consultant needs to create relationships with their clients based on trust and delivery of service, understanding that any problems with delivery, implementation and quality of service can have a significant impact on their clients business.

Additionally, they must be able to negotiate with both clients and suppliers in order to ensure that margins are acceptable whilst remaining competitive. The sales executive will have full support and guidance from the Sales Manager who will oversee and monitor his/her progress.

### **Essential experience:**

- Pro-active sales experience in the following areas:
  - Closed Circuit Television CCTV
  - Access Control
  - Video and Audio Entry Systems
  - Intruder Alarm Systems
  - Fire Alarm Systems
- Good organisational skills
- Good knowledge of main programmes in Word/Excel
- Good command of English, spelling and grammar
- Good team player and builder
- Prepared to work hard and to travel when required
- Candidate is likely to have at least one year's sales experience and a real desire to progress.
- You will need a driving licence

The company provides a meritocratic working environment where sales executives earnings and career progression is directly dependant on individual performance.



22-36 Paxton Place, London. SE27 9SS  
Telephone 020 8676 4300 Fax 020 8676 4301

Email: [careers@westlondonsecurity.com](mailto:careers@westlondonsecurity.com) Web: [www.westlondonsecurity.com](http://www.westlondonsecurity.com)

Co Reg. No. 05739633