



Trainee Security Systems Sales Consultant

Job Type: Permanent
Location: London
Salary: Good Basic + Uncapped earnings, Company Car, Mobile Phone Allowances

Continued sustainable growth has now led to the need to increase our Sales Team. We are looking for keen, motivated, presentable individuals who can be developed from having little or no security systems sales experience into successful, opportunistic security systems sales consultants through training provided.

Job Description:

- Canvassing for leads using the existing database and lead sources provided by the client
- Set up meetings with a view to developing potential business opportunities
- Complete response documents such as quotations, questionnaires, tenders and proposals
- Ultimately to sell integrated security system solutions to the marketplace which include CCTV, Access Control, Intruder, Fire and Satellite Distribution systems
- To integrate into the sales team and contribute positively to the success of the company
- Achieve set goals and targets if not exceed them

Skills & Experience:

- Have a minimum of 2 years experience and success within a comparable field sales role
- Demonstrate excellent written and oral communication skills
- Be innovative, and have great interpersonal and problem solving skills with the ability to analyse ongoing situations.
- Be able to work on your own initiative, demonstrating enthusiasm, proactively.
- Show a proven track record of success in previous roles and being able to work under pressure
- Hold a valid, full clean driving licence

Responsibilities:

You will be working alongside a senior member of the sales team who will oversee your training and development. Training will encompass the full sales process from the initial inception of the sale to the final successful project completion and handover to the client. You will also develop a clear understanding of the fundamental principles of the products and services provided. This role would be best suited to a driven, ambitious, and hungry sales person who has the desire and ability to learn and show a positive approach to the role.



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