



Issue No: 1
Date: 2008
Rev: 1

JOB DESCRIPTION

JOB TITLE:

Systems Sales Consultant

REPORTING TO:

Sales Manager – George Rohan

MAIN FUNCTION OF THE ROLE:

- New Installs /Service and/or Contracting Business.
- Sales growth for the following systems:
 - Fire Detection/ Alarm/ Security Systems

KEY RESULT AREAS:

New Customer Development (Primary Responsibility)

1. Responsible for identifying and developing new business and actively servicing existing customers via Security Managers, M&E Contractors, Architects, Developers and Facility Managers
2. Consistently achieve budgeted sales targets on a weekly, quarterly and annual basis
3. Accurately complete the necessary documentation regarding any specification/design in accordance with the required NSI Gold/BFPSA standards and Codes of Practice
4. Provide a continuous and professional service to all existing customers, becoming the first point of contact for the customer.
5. To work closely in relationship with other System Consultants.

Training & Support

The successful candidate will receive the following training where necessary:-

- Sales Techniques
- General Product Awareness
- Ongoing Management Support and Coaching
- WLS Sales Database Training

Remuneration

In addition to the basic salary offered by WLS, commission will be paid. Further details to the scheme will be provided at Interview

OTHER DUTIES:

As directed by the Sales Manager.

SKILLS/EXPERIENCE/REQUIREMENTS:

- Lives within reasonable traveling distance i.e no more than 60 mins from the office.
- Enthusiastic, professional and well presented with the ability to work on own accord/initiative whilst supporting a team environment
- Proven sales ability within the Fire Industry
- Good relationship building skills
- Good organisational skills
- Good knowledge of main programmes in Word Excel.
- Good command of English, spelling and grammar.
- No criminal convictions
- Clean Driving Licence

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

PREFERRED PREVIOUS EXPERIENCE:

- Fire Systems Sales Experience

SALARY & BENEFITS:

- O.T.E £65K per annum
- 20 Days Holiday p.a.
- Company Car & Fuel Card or Company Car Allowance
- Mobile Phone
- Incentive Bonus Scheme