

Business Development Manager

Company Overview

Check Your Security was founded in 2005 with a vision to deliver digital security solutions. With offices strategically located in Norwich, London, Northampton and Liverpool, we can support clients wherever and whenever required.

We offer clients the complete package from the installation & commissioning of CCTV, Access Management, Intruder Detection and Perimeter Protection whether it's on-premise or cloud-based as a security solution(s). We also have a professional services team to deliver consultancy, project management, as well as ongoing support and aftercare. Our aim is to empower clients to enhance the well-being of their personnel and the wider society. With a client retention rate of 99%, our proactive security solutions have a proven track record of success in addressing clients' needs while improving safety, enhancing efficiency, and protecting reputation.

As a company, we are committed to creating a safe community. To achieve this, we collaborate closely with local communities, companies, hospitals, utilities, universities, major public stadiums, high-security installations, and schools by offering customised security systems of the highest quality.

Role

We are looking for an ambitious and energetic Business Development Manager to help expand our security systems client base. You will be at the leading edge of the company and display the dedication and tenacity to drive, create and apply an effective sales strategy. The goal is to drive sustainable growth through sales and forging strong relationships with clients.

Based in the south Midlands or Home Counties, working from home with some travel to office. Good basic + Bonus + Car/Car allowance + benefits along with development opportunities.

Responsibilities

- Develop a growth strategy focused on increase of market share, repeat revenue and customer satisfaction
- Identify new clients, markets and customer requirements
- Arrange and attend business meetings with prospective clients
- Achieve quarterly and annual sales targets and produce sales forecasts
- Deliver quotes, tenders and estimates
- Carry out surveys and assist with the production of system designs ensuring technical compliance with current standards
- Provide after-sales support
- Build long-term relationships with new and existing customers

Requirements and skills

- Proven experience as a Business Development Manager, Sales Executive or relevant role in the electronic Security Industry
- Proven sales track record
- Proficiency in MS Office and Simpro
- Proficiency in English

- Market knowledge – security systems
- Communication and negotiation skills
- Ability to build strong client relationships
- Time management and planning skills
- Qualification in business administration, sales or a relevant field

Salary

Competitive salary, rate depends on the experience

Location

Based in the South Midlands or Home Counties, working from home with some travel to office.

Hours

40hr week

Holiday

20 days holiday plus bank holidays. With long service earning additional days.