

French subsidiary of a leading Secure Access Control company is looking to recruit an **Area Sales Manager** for the West London region. The role is to promote, position and sell products to diverse network of installation partners and distribution channels. It also entails meeting the “end-users”: housing associations, developers, councils, those who build or redevelop. The Area Sales Manager position is a new business development role for the region and the post holder will account manage their clients once won. You will report to the Country Manager based in London.

This role is an opportunity to join a global forward-thinking market leading technology business. Excellent long-term career progression opportunities along with excellent earning potential.

ROLE:

- Develop a pipeline of prospects, projects and appointments to achieve the requisite revenue and activity targets as set out by the Country Manager
- Maintain Company's standard for lead and appointment generation, call volumes and quality of leads.
- Perform professional product demonstrations and presentations to customers showcasing the benefits of the technology and leveraging USP's at every opportunity.
- Actively track and manage quotes, projects and orders with support of Inside Sales function.
- Source quality leads by inquiring about a prospect's/client's needs and properly identifying appropriate Access Control Solutions.
- Work with Inside Sales colleagues to produce quotes and answer queries in a timely manner
- Keep an accurate log of activities: appointments, calls and customer contact information using the company's CRM application and effectively manage own diary.
- Develop understanding and knowledge of products, target industries and target audiences.
- Participate in team meetings and share ideas to increase team performance.

PROFILE:

- Proven track record in new business development
- Minimum 3 years in a field sales B2B environment
- Highly motivated and achievement driven
- Experience of high-volume lead/appointment generation activity
- Excellent verbal and written communication skills
- Excellent influencing and negotiation skills
- Comfortable taking the initiative, recommending courses of action and making decisions
- Organised, methodical and process driven
- Ability to multi-task, prioritise, and manage time effectively
- Collaborative approach, with relationship building ability
- Full UK Driving Licence with a maximum of 6 penalty points.
- Ability to absorb and communicate technical solutions (training provided)

SALARY:

- Basic between £35k and £38k + uncapped commission
- Company car