

JOB DESCRIPTION

Service & Support Business Development Manager

Job Title:	Service & Support Business Development Manager
Salary:	Negotiable – Basic plus Commission
Type:	Full-Time, Permanent
Department:	Service and Support Division
Location:	High Wycombe, Buckinghamshire
Report to:	Service and Support Director

This is a new position that has arisen due to our continued growth. The position offers the successful applicant a superb career, a friendly supportive environment and will suit someone with demonstrable success in sales. Working within the Service and Support division of Smartcomm, you will be required to create support contract opportunities as part of the Sales Organisation. Reporting directly to the Service and Support Director, you will be responsible for identifying and developing new opportunities within the commercial and residential markets for service agreements.

Main Responsibilities

- Identifying new business opportunities within various market sectors and ensuring that they are presented to the Service and Support Director.
- Building and maintaining customer relationships.
- Ensuring that targets and business objectives are achieved as set out by the Service and Support Director.
- Proactive sales strategy development, implementation and management in new industries/sectors.
- Working with the Marketing Department to develop new business prospects.
- The maintenance of a reasonable knowledge of product, partner, competitor and business drivers.
- Providing plans, forecasts, reports and information regarding client requirements, business performance and competitors as required.
- Effective management of own time and appointments with clients.
- Working within the Service and Support division to ensure that proposals are produced within corporate guidelines.

Qualification and Experience

Our ideal applicant will have a proven sales track record using a consultative approach.

Key Attributes

Required	Desired
At least 3-5 years of Audio Visual Business Development experience	Degree educated
Have excellent interpersonal and communication skills at all levels	Resides locally to Smartcomm
Ability to work independently through self-motivation but also as a member of a tightly knit team	A good technical background within the AV industry
Possess the confidence to persuade key decision makers	
Must show diligence and pay particular attention to detail	
Be personable in order to build strong relationships with clients and co-workers	
Enthusiastic, results orientated, goal driven and focused	

If you are interested in this position, please submit a copy of your current CV to Alex.godfrey@smartcomm.co.uk.