

JOB DESCRIPTION

Residential Sales Consultant

Job Title:	Home Automation Consultant
Salary:	Negotiable
Type:	Full-Time, Permanent
Department:	Residential Sales
Location:	High Wycombe, Buckinghamshire
Report to:	Divisional Director – Clive Mosby

Main Purpose of the Role

Working within a design/sales environment close to the Engineering function of our business you will be producing sales proposals for residential projects. Reporting directly to the Divisional Director you will be responsible for maintaining existing client relationships and developing new business opportunities within our Residential division.

Main Responsibilities

- 1) Preparing Sales Proposals of a very high standard for new projects for both new and existing clients.
- 2) Achieve Annual Sales Revenue target of £TBC.
- 3) Maintain Sold Margin levels of above business at 30% or greater.
- 4) Creation of Service Contracts and focussed sales approach to ensuring all clients are offered and sold a contract where possible.
- 5) Maintaining existing customer relationships.
- 6) Ensure that business objectives are achieved as set out by the Divisional Director.
- 7) Proactive sales strategy development, implementation and management in the Home Automation Sector.
- 8) Working with the Residential Business Development team to develop new business prospects.
- 9) The maintenance of a reasonable knowledge of product, partner, competitor and business drivers.
- 10) To provide plans, forecasts, reports and information regarding client requirements, business performance.
- 11) Effective management of own time and appointments with clients.
- 12) Utilise established processes and procedures to facilitate smooth day to day operations.

Qualification and Experience

We are looking for a person with a proven sales track record using a consultancy approach.

Key Skills & Achievements

Required	Desired
Successful candidate must demonstrate the following skills and experience:	Although not required, it would be an advantage to be able to demonstrate the following:
At least 1 years of Sales/Business Development experience	Degree Educated
Possess excellent interpersonal and communication skills at all levels	Resides Locally to Smartcomm
Have a good technical background preferably within the AV/IT industry	
Ability to work independently through self-motivation but also as a member of a tightly knit team	
Possess a strong authoritative personality and have the confidence to persuade key decision makers	
Must show diligence and pay particular attention to detail	
Have a personable attitude in order to build strong relationships with clients and co-workers	

To be considered for this position, please submit a copy of your current CV to info@smartcomm.co.uk.