

“Sales Executive”– Access Control, CCTV and T&A

Location: Manchester ideally or north of Birmingham if you can work from home.

Salary: Dependant on experience, uncapped commission, Car, Laptop and Mobile Phone

Main Purpose of Job

TouchStar ATC are seeking a highly motivated, ambitious, and driven individual to join our growing sales team.

This role offers both a challenging and rewarding career within the TouchStar group of companies. The position is best suited to those who have a proven background within the access control and CCTV industries, Time and Attendance is preferable but not a pre-requisite.

With a history that spans over 50 years' TouchStar ATC have a strong portfolio of existing customers across a number of sectors including Healthcare, Education, Retail, Warehousing and Commercial. Our focus is on driving new business sales into commercial markets, the key responsibility of this new role will be to increase sales of in-house products by proactively building, contacting and closing new sales opportunities for the business.

The ideal candidate should be able to quickly understand the value proposition, identify opportunities within these sectors and work with the software partners to deliver growth. The candidate should also be adept in IT and understand cloud-based applications.

The post holder will work closely with the Managing Director to execute agreed plans and strategies to generate revenue for in-house products and other sales opportunities as required. In addition to closing new sales, they will be responsible for the submission of tenders and quotes and will need to work alongside the Installation Manager to ensure any new projects are delivered on time and within budget.

See our website for further information on our product range and support services.

Personal Specification

To be successful in your application **you must have**

- Energy, drive and a positive attitude to developing new business.
- Ability to quickly understand the inhouse solutions and consultative approach to Solutions sales.
- Be highly motivated towards exceeding targets and goals.
- Good at building long-term relationships with customers, partners and colleagues alike.
- Possess strong communication skills, both in presentation and written format.
- Ability and understanding of working under own initiative, direction and discipline.
- Can clearly demonstrate how our solutions solve individual business challenges with clear value propositions.
- Can respond in a timely, professional manner to customers' requirements even in a high-pressure environment.
- Has an ability to learn quickly.
- Is innovative and brings new ideas to the team.
- Is willing to work out of hours when deadlines need to be met.
- Have a full clean driving licence.

To apply please forward your CV to lynden.jones@touchstar.co.uk