

Position: Regional Sales Manager – UK North

Location: Northern UK

Regions Covered: Northern UK, Scotland, Ireland

Job Description: We are looking for a positive, hardworking candidate who can build on the existing established customer base as well as developing new potential customers. Managing accounts and opportunities from leads to quotes and buying customers. Visiting customers and presenting the ComNet brand and product range the successful candidate should have experience in presenting both electronic presentations as well as being able to successfully demonstrate the products as the need arises. The candidate should be able to manage their own time effectively booking their own appointments and visits as well as managing their internal tasks such as updating project pipelines and CRM system. In addition to their own accounts the successful candidate will have a joint responsibility with the other members of the UK sales team to manage the existing distribution channels and partners attending key events and trade shows as well as customer training events and sales meetings. Excellent career progression is available for the right candidate.

Ideally the applicant should have a minimum of 5 years' experience in sales ideally within the security industry.

As the ComNet product range is a technical product any previous technical sales experience would be a benefit but is not essential as full training on the product line and technology will be provided.

Benefits: The company is offering an attractive salary for the right candidate. A car allowance will also be provided along with laptop and phone. Upon completion of the standard probationary period the candidate will also be offered a contributory market leading private pension scheme as well as private medical cover.

Key Skills:

- Excellent customer facing skills.
- Customer relationship management.
- Time management.
- Ability to convert potential customers to buying customers and closing orders.
- Ability to work as part of team or autonomously.
- Excellent verbal and written communication skills.
- A high level of understanding of the security industry and in particular to IP based security products and systems.
- The ability to train customers on the company's products and services.
- Good computer literacy and ability to use standard software packages (Word, Excel, PowerPoint etc) as well as the ability to learn and use new software systems.