

Are you a natural socialiser, easily building rapport across a diverse range of individuals? Are you supportive to those you build business with recognising how important it is to listen and provide the right assistance, helping clients make the best decision for their business?

Scutum North are looking for an experienced New Business Sales Development Consultant in the North East of England, with a huge potential to transform this role and develop your own team from your success.

The Company

A Well-established major independent security company with their Head Office based in Europe with over 1500 employees and a turnover in the excess of 180 million euros. The establishment of the companies Brand in the UK follows the acquisition of a number of UK Security and Fire Companies, specialising in Fire, Security, Technology and Data Monitoring and Cyber Services.

Day to day tasks will involve:

- Providing quotations for existing enquiries in fire and security maintenance work
- Building relationships with existing Scutum North customers to maximise potential, quoting for additional disciplines/additional sites such as fire or security if not already maintained
- Generating new leads, building a pipeline of new customers focusing on end users, or FM Companies if necessary
- Complete surveys as required, obtaining full information for quotations
- Supporting customers through the sales processes and attend meetings as required.
- Completing all processes, quotations and administration procedures as required
- Working towards SMART targets and assist in whatever way required to grow the Scutum North client base.

Experience in client sales preferred, however, full training and support will be given to the successful candidate, helping to launch a successful career in the Scutum Group. We need an enthusiastic team member full time, based at home with frequent visits to the Scutum North office in Darwen Lancs to enjoy team meetings and engage in group support.

Company benefits:

- company car
- laptop
- mobile phone
- company pension scheme
- and many more benefits waiting for you

Job Types: Full-time, Permanent

Salary: Up to £35,000.00 per year

All CV's to be emailed to recruiting@scutum-group.co.uk

Registered Office:

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