

Join the Winning Team...

An unique opportunity for a *Solutions Sales Manager*

Visual Management Systems Ltd. is a leading manufacturer of IP based high security surveillance systems. The company has an industry pedigree spanning 20 years and uses the latest technology and cutting edge products.

This is an excellent opportunity to join one of the UK's leading providers of PSIM and Integrated security management solutions, at a time of impressive growth and expansion plans. The key objective of this sales role is to develop new business opportunities, whilst generating additional accounts for the company's products. In addition, playing an important role in the shaping of the company's sales and product strategy.

The successful applicant will be competent in external account management working with integrators and have a proven track record of achieving financial targets and new business generation, as set by the business.

Experience in the security industry is essential as well as a good knowledge of CCTV/IP Video and an understanding of Intruder and PIDs systems. Candidates from similar sectors including IT industries, on hardware or software solutions, will be considered

Candidates will be self-motivated, with a will to succeed and be customer focused with excellent communication skills, both written and verbal. This role will involve travel to various projects throughout the UK therefore a Full UK driving licence is essential. Overseas travel may also be required.

Visual Management Systems Ltd. is offering a competitive salary package, with the opportunity for personal development in this expanding business.

The Role

- Identify, pursue and deliver new sales revenue opportunities
- Engage new customers
- Develop new markets
- Identify new market opportunities
- Maximise relationships with potential partners
- Proven track record of new business
- Confident, ambitious and driven.
- Excellent presentation skills
- Candidate should possess a valid Passport

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