

Job Description: Account/Sales Manager at VWS Limited

Company Overview: VWS Limited is a leading provider of fire security and networking solutions, dedicated to ensuring the safety and security of commercial customers. We specialize in delivering high-quality products and services, including fire alarms, security systems, and network infrastructure. As an Account/Sales Manager, you will play a vital role in driving new business from existing and new commercial customers, contributing to the growth and success of our Fire & Security business.

Responsibilities:

- Drive new business from existing and new commercial customers, meeting or exceeding sales targets and revenue goals.
- Respond to incoming inquiries promptly and professionally, providing accurate and compelling information about our products and services.
- Generate sales leads through effective networking strategies, such as attending industry events, conferences, and trade shows.
- Collaborate closely with new business colleagues to ensure a seamless handover of new customers into the business, fostering strong working relationships.
- Develop and maintain strong customer relationships, leveraging your dynamic account management skills to drive growth for the Fire & Security business.
- Identify and understand customer needs, offering appropriate solutions, maintenance plans, and service upgrades to meet their requirements.
- Stay updated with industry trends, standards, and regulations, ensuring a comprehensive knowledge of the Fire & Security industry.
- Demonstrate a proven track record of sales achievement, displaying your ability to successfully close deals and drive revenue growth.
- Exhibit confidence in identifying new business leads and opportunities, constantly seeking ways to expand our customer base and increase market share.
- Self-motivated and dedicated, displaying a high level of initiative and ownership in managing your accounts and meeting sales targets.
- Strive for customer satisfaction, ensuring that their needs are met and exceeded, while maintaining a professional and positive approach.

Qualifications and Experience:

- A minimum of 5 years of experience in a sales or account management role, preferably within the Fire & Security industry or a related field.
- Proven success in driving new business and achieving sales targets, with a demonstrated track record of achievement.
- In-depth knowledge of the Fire & Security industry, including industry trends, products, standards, and regulations.
- Strong networking abilities and the capability to generate sales leads through various channels, building a robust pipeline of opportunities.
- Excellent communication and interpersonal skills, with the ability to effectively engage with customers, understand their needs, and provide tailored solutions.
- Results-oriented mindset, with the ability to prioritize tasks, manage time efficiently, and meet deadlines.
- Proficient computer skills, including experience with CRM software and Microsoft Office Suite.
- A valid driver's license and the flexibility to travel to client sites and industry events as required.

We offer a competitive salary package, including base salary, commission, company pension, mobile phone, laptop and benefits, along with opportunities for professional growth and development within our organization.

If you are a dynamic and driven individual with a passion for sales and customer relationship management within the Fire & Security industry, we invite you to join our team at VWS Limited. Apply now and help us make a difference in ensuring the safety and security of our valued commercial customers.