

JOB DESCRIPTION

Internal Regional Sales Nottingham/Sheffield

Fortus is Europe's fastest growing Security & Fire Distributor, trading across the UK & Ireland within key industry verticals of CCTV, Intruder, Access, and Fire products. We have a 14-branch network across UK & Ireland and are the only distribution Company in the sector to offer a complete "end-to-end" security solution including **RE:SURE** CCTV monitoring. In 2022, **SSP** - Suppliers of high-quality Access Control and Gate Automation products - became part of the **Fortus Group**.

About the role:

As an Internal Sales, you will be responsible for driving sales growth by proactively engaging with existing and potential new customers. You will work closely with our branch distribution network, building strong relationships to identify opportunities, promote our vast products and services.

Responsibilities:

Develop and maintain strong customer relationships, understanding their needs and providing appropriate solutions for their specific requirement,

Collaborate with our team of Branch Directors, Business Development Managers, and internal sales teams to identify sales opportunities and coordinate sales strategies.

Conduct outbound sales calls to generate and qualify prospective new business opportunities.

Respond to incoming sales call, providing product information, pricing details and quotations.

Achieve and exceed individual and team sales targets. Attend sales meetings, training sessions and industry events.

Plans and structures work to achieve agreed goals KPI's and objectives with weekly follow up meetings with Branch Director and BDM.

Requirements:

Proven experience in an internal sales role, preferably with in security distribution or related industry. Excellent communication and interpersonal skills, with the ability to build rapport quickly. Self-motivated and target driven with the ability to work remotely and autonomously. A proactive and customer focused mindset, with a passion for delivering exceptional service. Flexibility to support and collaborate with different branches across the distribution network. Availability to travel occasionally for meetings or training purposes.

Benefits:

TBA