

JOB DESCRIPTION

Head of Access Control Sales

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**.

The successful applicant will be part of the busy SSP Access Control Team heading up our sales support, and customer service team. Reporting directly to the Finance and Operations Manager, the job is a varied role and requires the successful candidate to be versatile and motivated, with a can-do attitude.

Responsibilities

- Manage the Access Control sales/customer service team, implementing better practice and looking at areas of growth
- Create and deliver a clear sales strategy, leading to the development and implementation of a business plan to increase sales
- Build relationships with key customer accounts
- Develop an in-depth knowledge of the Access Control market
- Handling of telephone and email enquiries, liaising with customers and providing sales advice on products and pricing, preparing proforma invoices or quotations as appropriate
- Placing purchase orders with our suppliers, negotiating prices as necessary
- Providing technical back up including providing technical advice to customers
- Making outgoing telephone calls to both potential and existing customers to identify potential sales opportunities

Skills

- Demonstratable leadership skills, with the ability to motivate a team and set and achieve goals
- Industry knowledge preferred but not essential
- Excellent communication, media, and computer skills
- Exceptional at building relationships, account management and delivering unsurpassed customer service
- Highly motivated with proven success and experience in a similar role
- Ability and willingness to learn the product range
- Hard working with a positive and friendly attitude
- Good knowledge and competency of Microsoft Products including Outlook, Word, and Excel

What we can offer you:

It's an exciting time to join as we have big plans, you will work Monday to Friday, 08.30am to 5.00pm

- Competitive Salary dependent on experience
- 20 days annual leave plus bank holidays increasing to 25 days with length of service + Bank Holidays
- Contributory pension scheme

No Agencies Please - We thank you for your interest in working with Fortus Group, however, we will not pay fees or acknowledge any CV's supplied to Fortus Group unless you have been briefed on the role by our HR Team