

Position: Internal Sales
Department: Sales
Reports to: Head of Internal sales
Contract Type: Permanent
Salary: Depending on experience
Location: Remote or based in one of our branch locations

Overview

We are currently looking for a proactive Internal Sales team member to join our successful sub-distribution team. The internal sales team manages some of our most established accounts whilst also actively growing new business. Your primary focus will be to maintain **and** exceed sales targets, build, and maintain great customer relationships. The job is a varied role and requires the successful candidate to be versatile and motivated, with a can-do attitude.

Key Responsibilities

- Sales Focus: with a natural drive for sales combined with your experience to date you will be confident discussing competitive quotes and prices, following up leads to meet and exceed targets.
- Account Management: You start your day picking up any queries from the team inbox following up and contacting your customers/ internal stakeholders to close sales opportunities successfully. You proactively keep in touch and future proof your customer accounts discussing incoming new products and pricing opportunities.
- Customer Service: you understand and deliver great customer service ensuring that your customer queries are up to date, issues are resolved promptly and successfully with your high level of professionalism.
- Onboarding new customers: New customers will either call or email, you will support them with the online forms and queries and then pass onto the relevant team.
- Be part of the Team: you will work closely with all members of the Internal Sales Team across the group, supporting them with customer or supplier queries and keep your sales account activities up to date.

Skills, Knowledge, and Qualifications

- Minimum of two years in an Account Management/ Sales role managing multiple accounts.
- Knowledge on Hikvision and their products is essential.
- Excellent professional phone manner.
- Strong Microsoft skills including Outlook and Excel.
- Strong communication skills (fluent in English) – verbal and written.
- Previous experience working for a distributor or retailer with a complex range of tangible products desired.
- An interest or aptitude for learning product codes and familiar with technology

What we can offer you:

This is a full-time, permanent role. Your working hours will be Monday to Friday 08:30am – 5:00pm, 40 hours per week.

- Competitive salary
- 20 days annual leave plus bank holidays, increasing with length of service.
- Auto enrolment Pension Scheme
- Full training

About Fortus

We are Fortus.

We're incredibly proud to be Europe's fastest-growing security distributor, and we're just getting started! Our branch network now stretches across the UK, Ireland, and the Netherlands.

We provide high value add solutions to our installation partners across our CCTV, Fire, Access, Intruder, Gate Automation and Monitoring divisions.

We work as a valued partner with some of the world's most innovative brands and solution providers including Hikvision, Paxton, Pyronix, and Apollo. We're proud to supply their products, all backed up with a combination of our team's vast real-life experience with unsurpassed product and technical knowledge.

We are Fortus. We're here to change the game.

Future. Secure.