



Business Development Manager at AT&C Professional Systems Ltd

Required Start Date – May 2018

Location – London Office, Swiss Cottage, NW6

Reporting to – Company Director

Salary – Basic £45,000 – Sales target £1.5m, OTE £90,000

AT&C Professional Systems Ltd area a leading Audio Visual systems integrator with over 30 years' experience in the industry. With a portfolio of many high profile projects and partnerships AT&C design, supply and install some of the most innovative and sophisticated audio visual, lighting and environmental control solutions for Europe's leading hotel, restaurant and retail operators, and for the UK's most desirable homes.

We are a hard working dedicated team of individuals who work together for one shared goal – to deliver truly outstanding projects. So where do you fit in? We need a dynamic person who can join our sales team to increase sales revenues and profitability within the corporate market. You will have a proven track record in this industry and be comfortable in selling meeting room solutions based on current technology and market trends.

As well as working hard we also like to play hard – whether its five aside football at the local leisure centre or breakfast around our kitchen table, the team really is at the forefront of what we do and the key to our success.

The Role – Key Responsibilities and Duties

- Developing new sales opportunities in existing and new markets
- Dealing with incoming sales enquiries and closing the business out
- Working with the design team to deliver the right solution for the projects
- Managing, organising and tracking quoted business in the company pipeline document
- Tracking and monitoring Sales Target
- Building relationships with key suppliers to partner in a sales effort
- Developing relationships with customers
- Liaising with clients and attending site meetings where necessary
- Working with the various teams to ensure a successful delivery of the given project
- Monitoring and maintaining the Master Cost Document (MCD) for each and every project
- Attending training with specific manufacturers and suppliers as and when organised
- Manage new and existing customer accounts



Person Specification

- At least 5 years' high level sales experience
- Experience in estimation and pricing of products and solutions
- Strong financial awareness
- Excellent interpersonal skills
- Problem solving ability
- Be able to work as part of a team whilst being self-motivated
- Ability to work to a high and accurate standard
- Capable of good communication skills both verbal and written, being able to communicate with all manner/level of colleagues and clients from company executives to building contractors
- Strong MS Office skills. (DTools would be a bonus but not essential)
- Capable of listening and ensuring mutual understanding
- Have a valid passport
- Have the legal right to work in the UK

So if you think you have what it takes to make a difference contact us at info@atandc.net