



**DOOR ENTRY & ACCESS
CONTROL SOLUTIONS**

ACCOUNT MANAGER – B2B

Crawley, West Sussex

Door Intercoms and Access Control

Commmtel Ltd are a leading UK manufacturer of door entry intercoms; producing the Telguard & Optimus ranges, selling direct to trade only. Commmtel have a rare opportunity to join our UK based sales team, due to the rapid expansion of our customer base over the past 12 months.

We are looking for a professional, technical salesperson, preferably but not essentially with experience in manufacturing or the security industry. The ideal candidate will have experience managing and actively developing a portfolio of accounts as well as identifying and successfully securing new opportunities in existing and new business markets. Ideally the successful candidate would be based in the West Midlands but could reside anywhere in the country, providing they can cover that area and attend regular training sessions and meetings at our head office in Crawley, West Sussex.

Skills Required:

- The ability to understand and sell a technical product
- Delivering presentations and product demonstrations
- Passionate about delivering a first-class customer experience
- Great communicator at all organisational levels
- Negotiation and closing
- Knowledge of our industries' products or closely related products e.g., CCTV or fire and security, is most beneficial.
- Cool under pressure, good administrator, quick learner and ambitious
- Clean driving license

An attractive package awaits the successful candidate, alongside the ability to work from home, a competitive basic salary, quarterly bonus and monthly uncapped commission, company car, mobile phone and laptop. 20 days annual leave + bank holidays. Employer contribution pension scheme and wellness programme.

Salary:

£30,000.00-£35,000.00 per year dependent upon experience + uncapped commission and quarterly company bonus scheme.

Contact:

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