

Business Developer, South of England:

Job Description

Global Security Devices (GSD) who design and manufactures both wired and wireless security products for the UK and European markets is expanding its sales force. GSD currently have an exciting opportunity for a highly motivated, experienced business developer, from within the security industry. The successful candidates will have experience selling access control and intruder alarm products to security installers and integrators.

The successful candidate will be based in the South of England and currently have existing relationship with security installer and integrators in the region.

The successful candidate will be responsible for developing the GSD brand within their region, supporting and building the company's distribution channel and working with security specifiers to promote the GSD product range.

The successful candidate will work as part of a small sales and marketing team to assist in growing the company's market share in EMEA, will have excellent communication and rapport building skills and be self-motivated with a driven attitude.

Duties:

- Service and support GSD's existing distribution network.
- Promote and sell the GSD brand and product range to security installers, security integrators and specifiers.
- Deliver sales and technical training to GSD's customer base.
- Deliver sales presentations on a daily basis.
- To assist in the coordination of exhibitions and trade shows, support the sales effort as required by the business.

Requirements:

- Ambitious, results orientated person with a minimum of 5 years experience in a similar role within the industry.
- Technical background with formal training.
- Marketing and Sales training, demonstrating a proven track record in the security industry.
- Ability to identify and engage with customers.
- Self motivated team player who is willing to travel and work in a dynamic environment.

GSD is an equal opportunity employer.

The remuneration package for the positions will be commensurate with the candidates experience and suitability for the position.

Please forward you're CV by email to: hr@globalsecurity.ie with the job title as the subject.