



# CHRIS LEWIS

FIRE & SECURITY

Job Title: Technical Sales Consultant
Department: Sales
Revision Date: 25/03/2021

## The Opportunity?

Chris Lewis are the largest independent fire and security company in the region, part of the Chris Lewis Group we offer our clients the very best technology solutions available.

We work for prestigious clients like the University of Oxford, Royal Palaces and County Councils.

Our absolute ambition is to provide and maintain a premium service in the industry with staff wellbeing, safety, and environmental considerations at the forefront of our services. Our strategy is to achieve a premium service and a commitment to employees, customers, and all stakeholders. We provide an environment of quality and care helping employees engage with our customers, putting them at the heart of what we do. Due to the Company's continued success, we are looking to expand our Business Development Team in our region and are seeking an enthusiastic and dedicated Technical Sales Consultant.

Within our group we also have a smart home and networking division and there will be opportunities to expand your knowledge into Smart Technology, Networking and Lighting Control programming.

We value staff progression, provide regular training and encourage and support self-learning opportunities

## What are we expecting from you?

You should be positive and enthusiastic having the ability to provide the client with a premium service and the capability to work independently or within a team when required. This is an excellent opportunity for an individual looking to grow their career and become a valued member of our Business Development team. You should be positive and enthusiastic with excellent communication skills.

You will be responsible for securing New Business in line with our sales strategy across Oxfordshire and the surrounding counties.

The Technical Sales Consultant role involves: -

- Your main goal will be to proactively sell the company's full portfolio of integrated Fire and Security solutions to new customers.
- Proactively research, identify and convert new business opportunities
- Optimise the cross-selling of all fire and security solutions
- Production of designs and quotations
- Ensure full compliance with the client's specification/requirements
- Ensure quotations are delivered within the deadlines provided
- Maintenance of Hubspot and CASH CRM



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## Required Experience/qualifications

- You will need to be an accomplished Technical Sales Consultant with a proven track record within the industry.
- You will have a good working knowledge of regulatory requirements, compliance standards and British Standards
- You must have knowledge across multiple disciplines, preferable Intruder, CCTV, Access Control and/or Fire disciplines
- You must be willing and able to produce your own straightforward quotes
- Excellent IT skills and a familiarity with Microsoft packages are essential
- You will have a track record of working to and exceeding your KPIs
- Have a keen interest in technology and providing solutions that are cost effective and profitable
- You will be a team player with ambition
- Excellent inter-personal skills with a pro-active work ethic
- Excellent written/verbal communication and presentation skills with attention to detail

## You Should Also Have The Ability To:

- Work on your own initiative or as part of a team
- Be a positive and enthusiastic self-starter
- A flexible attitude to working hours
- Work well under pressure and be able to meet deadlines
- Have the desire to learn and continually improve your knowledge

## Benefits You'll Receive As Our Technical Sales Consultant:

- Company Car allowance
- Life Insurance
- Perkbox Staff Discount Scheme
- Virtual Doctor Appointments and Prescriptions
- Employee Assistance Programme and Birthday Holiday

NOTE: This job description is not intended to be all-inclusive. Employee may perform other related duties as negotiated to meet the ongoing needs of the organisation.

For an informal discussion about this role, please email [recruitment@chrislewis.co.uk](mailto:recruitment@chrislewis.co.uk) or call Shireen Lawrence on 01865 782444