



Job Description and Package Details

Job Title:	Technical Sales Manager
Division:	Integrated Logic – www.integratedlogic.co.uk
Reporting To:	Managing Directors

Job Purpose

Based from the company's head office in Epsom, Surrey, ensure delivery to the highest working standard, of domestic and commercial home technology / electrical solutions including pre-sales, system design, job estimation and internal handovers to project management teams. Alongside the above develop a deeper understanding of the home technology market by attending relevant training and education opportunities with an aim to provide additional services such as full home cinema design, lighting & interior design consultancy

Duties and responsibilities (with % performance judgement weighting)

Business Development (10%)

- Work with the Integrated Logic marketing team to develop lead generation and pipeline activity for the Integrated Logic division.
- Attend all relevant networking opportunities within the home counties.
- Actively assist the Sales & Marketing department with any activities including attendance at exhibitions and events.

Sales (50%)

- After agreement of strategy with the Sales & Marketing Director build and maintain a monthly pipeline of opportunities to a minimum value of 500k GBP
- Execute sales in conjunction with the profitability levels required by the business at the time.
- Manage all specification changes that require an increase or decrease in the project value.
- Assist the finance team to maintain payments

from the end client subject to the agreed payment schedule and project requirements. • Throughout the sales process look to enhance the sale value by adding value to the overall project • In conjunction with the Sales & Marketing Director seek business opportunities of the level that matches the aspirations and capabilities of the business.

Estimation & Quotation Delivery (15%)

- Attend & manage site and home visits for the purpose of generating designs & estimations for electrical & home technology services.
- Generate all estimations/proposals using company estimation software packages as required.
- Record all estimations and proposals within the company's CRM.
- Deal with all suppliers for all cost pricing and stock requirements.
- Ensure all estimations/proposals meet or exceed the minimum gross profit margin levels set out by the Sales & Marketing Director.

Internal Handovers and Project Management (10%)

- On acceptance of works and agreed payment schedule, conduct project handover with technical teams headed by the Technical Director.
- Maintain direct contact relationship with the end user client as a point of contact throughout the project.
- Maintain understanding of project process and progress with technical colleagues.
- Take back control of the project in conjunction with the technical team as project approaches completion.
- Conduct the project sign off with end client and technical team

Post Installation Client Relationships (5%)

- Manage, develop and continue relationships with clients post installation to sell on service support contracts and efficiently manage the post installation issues with hardware and software within agreed warranty periods.

Training & Education (10%)

- Research new potential technologies to be added to the Integrated Logic offering / portfolio.
- Liaise with new technology providers to evaluate their suitability for current & future projects.
- Assist the company in maintaining all certifications and accreditations.
- Acquire home technology certifications and any relevant accreditations to help develop your career and the company's status within the industry.

General

- Maintain working area and office space to the highest standard possible both individually and behalf of the team where necessary.
- Spend as much time as possible in the office when not on client visits or attending meetings etc.

Role Overview & Details

Start Date: 1st July 2019 Full Time: 40 Hours Per Week – Monday to Friday – 8.30am to 5.00pm Salary: £40,000 Per Annum + OTE Uncapped 3 Month Probation

Commission Structure

Quarterly payment. Commission would be paid in following month's salary after the completion of a quarter. (ie: Q1 payment paid in April Salary)

Quarterly/Annual Breakdown 15% of GP Margin on projects with a revenue value above 20k GBP + GP level of 30% and above

Benefits & Expenses

Use of a company branded vehicle or contribution to run and maintain a vehicle to an agreed standard. Mobile Phone, Ipad, Desk based PC provided by IMG for work use only. All other expenses paid for by IMG or claimed back via monthly expense report.

Will need to be able to use an Apple Mac and the Google platform along with the following cloud based systems which run the business. Salesforce (www.salesforce.com) – Sales, Marketing & Customer Management
Workflowmax (www.workflowmax.com) – Project Quoting and Time Management
Xero (www.xero.com) – Invoicing and Financial Management Dtools – (www.d-tools.com) – Low Voltage System Design Software

Other Out of Hours Works / Moonlighting – Not permitted and clause to be included in the employment contract.

For apply for the role email us at hr@integratedlogic.co.uk or give us a call on 01372 737273.