
Job Title:	Business Development Manager TECS & Monitoring Systems	Reporting to (Title):	National Sales Manager Tynetec & Jontek
Business Unit:	Assisted Living/Healthcare	Region:	Central & NE
Base Location:	Home based	Other Work Location/s:	Blyth/Birmingham/Stockport

Main Purpose of the Job:

Reporting to the National Sales Manager, develop and grow the TECS and Monitoring Centre business. TECS being our At Home Alarm range, telecare, telehealth offer and Answerlink Monitoring Platform.in line with a set business plan in order to meet/exceed the set monetary and business related targets. This will be with the support of the Technical Sales Consultant, Jontek Account Executive and Training Consultant.

Key Duties:

- Develop new & maximise existing business in the TECS and Monitoring markets in line with the business plan in order to meet/exceed FY targets
- To engage with existing customers and end users to ensure they are satisfied with the company's products and partnership arrangements.
- To provide product training as and when necessary.
- Perform telephone based functions incl (but not limited to) sales, appointment making, relationship building/maintaining, profiling in-line with the agreed business plan
- Keep an accurate record of all visits and telephone contacts on the CRM system
- To work in partnership with the Business Development Manager within the Assisted Living vertical in line with the agreed business plan to ensure customer satisfaction & retention and maximise opportunities.

Knowledge/Experience/Key Skills

- Product knowledge of Assisted living, TECs, Telecare, Telehealth & Monitoring systems.
- Excellent customer service/relationship skills.
- Good presentation skills, ability to transfer knowledge effectively
- Good telephony and telesales skills
- Be flexible to both business and industry changes
- Well organised and able to prioritise and multi task
- Self-motivated and capable of dealing with fast moving and varied events which are demanding.
- Excellent time management skills.
- Well developed communication and interpersonal skills and able to deal with people at all levels both in and outside the business.
- Computer literate with a minimum basic Word and intermediate Excel skills, specifically, spreadsheet capability.
- Drive, enthusiasm and a willingness to succeed

Closing date Fri 21st June

To apply please send CV and Covering letter to stuart.carroll@legrand.co.uk