

Business Development Executive

Powerworks Maintenance Services Limited

Salary / Benefits

Salary £TBD

Car Allowance & mileage paid

Phone & Laptop

Pension

Private Health Care

Job Contract

Full Time

JOB DESCRIPTION

Role Purpose:

Powerworks Maintenance Services Ltd supply, install, commission and provide ongoing maintenance for a range of backup power equipment as well as Data Centre infrastructure. We cover many sectors such as Healthcare and Bluelight services, Defence, Facilities Management, Education, Financial and Datacentres and the equipment we predominantly provide and support is UPS Systems. However, we do also support IPS systems within the Healthcare Sector as well as designing, building and installation of data centres installing UPS, AC, Fire Suppression, Server Racks, Power Distribution and Monitoring, we also maintain many data centres.

Role Responsibility:

Due to ongoing growth in these areas, the company is now seeking to appoint a Business Development Executive who will drive the market penetration into key areas as determined by the company's senior managers. This varied role will have the following key responsibilities:

- Manage a number of key accounts to maximise returns from these customers
- Initiate contact and
- To work alongside electrical engineers to understand and quote electrical installation works as required or to liaise with site electrical contractors to ensure suitable supplies are installed.
- Review all engineers service visit reports to determine remedial work required and working with Service Coordinators in providing quotations for any work required. Ensure timely reports, quotes and site visits to maximise the quality of service provided and opportunity for the company.
- Arrange and attend review meetings with key accounts
- Ensure the company is listed on any framework agreements, preferred supplier lists amongst existing and new clients.
- Identify opportunities for the company's products and services.

Required Skills / Experience / Qualifications:

- Proven proactive field experience
- You enjoy talking to people and are great at creating trust
- You are a great listener
- You have experience working with Key Accounts and a structure and methodology that can be applied when taking on new and existing customers
- You have meticulous time management
- Minimum 3 years account management experience and/or previous UPS/IPS industry background
- Excellent communication skills both written and verbal
- Driven and focused
- Organized, dependable and motivated

Job Location:

Our offices are based in Gosport, Hampshire where you will be based. Regular site visits will also be required.

Working Schedule: Full time, Monday – Thursday 09:00am – 17:00hrs, Friday 09:00am – 16:00hrs