



Role	Smart Buildings Sales Manager	Position type	Full time
Department	Sales Electrical	Holidays	34 per year
Reporting to	Head of Sales   Electrical	Hours	37
Location	Remote	Doc version	V1
Apply with your CV and a short covering email to <a href="mailto:recruitment@wandsworthgroup.com">recruitment@wandsworthgroup.com</a>			

## Company overview

Established in 1904, The Wandsworth Group consists of three business areas:

Wandsworth Electrical, Wandsworth Healthcare and Wandsworth Smart Buildings.

- Wandsworth Electrical manufactures premium light switches and sockets, which can be found in some of the most prestigious addresses in the world from Buckingham Palace to the Burj Al Arab in Dubai. We are proud to be able to apply the Made in Britain label to our products, which are manufactured on site in Woking.
- Wandsworth Healthcare provides bespoke Nurse Call systems at patients' beds across a wide range of healthcare applications in both the NHS and private settings.
- Wandsworth Smart Buildings combines traditional Wandsworth technology with KNX enabled building management solutions, from our German owner, GIRA for complete building automation.

As a business we pride ourselves on the quality of the products we produce as well as the quality of the service we offer to our customers. Our team are a key component of what makes us special, we have many staff who have worked with us for over 20 years and we work hard to retain and develop our team.

## Role overview

We are seeking a dynamic sales manager to spearhead the sales activity for our smart building technologies. This role isn't just about sales; it's about crafting and executing activity that positions us at the forefront of the specification market. As the driving force behind key relationship management, lead generation, and partnerships, you'll be instrumental in delivering our smart building plans. If you're ready to be a leader in smart technology sales, adept at navigating industry trends, and passionate about driving specifications, join us to be a key player in the future of smart buildings with Wandsworth's premium quality offerings.

## Duties and responsibilities

Ownership of Smart Buildings Sales:

- Lead and own the sales activity for the smart buildings offering.
- Drive sales growth using Wandsworth Lighting Controls and Gira product families.
- Produce an annual plan for sales and activity.

Key Account Management:

- Cultivate and nurture relationships with key partners in the smart buildings sector to secure our solutions are specified for projects.
- Work closely with the wider sales team, system installers, architects, interior designers, lighting designers and end consumers to drive sales.
- Spend the majority of your time out of the office building relationships, supervising projects, winning and protecting specifications.
- For smaller projects work directly with the home owners to support their projects – advising on technology.

Lead Generation and Conversion:

- Identify target projects and partners, proactively hunting for new opportunities.
- Develop and implement activity for lead generation, focusing on specification-driven sales.
- Convert leads into successful projects by positioning Wandsworth products as the preferred choice.

Product and Industry Expertise:

- Develop a deep understanding of smart building technology offerings.
- Provide expert advice on technology options and offer first-line technical support.
- Support our NPD team to develop new products to improve the Wandsworth offering.

#### Collaboration with Internal Teams:

- Collaborate closely with the marketing team to align strategies and support marketing initiatives.
- Work in tandem with the technical support team and other departments for seamless customer support.
- Work hand in hand with the wider sales team to support their projects which involve smart building technology.
- Produce component take offs from drawings to support the sales process. Advising on product choice.

#### Market Trends and Industry Insights:

- Stay informed about current trends in the smart buildings sector.
- Provide valuable insights for new product development and contribute to the content plan.

#### Performance Metrics and KPIs:

- Drive key performance indicators (KPIs) related to Smart Building sales, partner value, and customer satisfaction.
- Maintain up to date records of partners, projects and opportunities.

## What we offer

To give all new team members the best possible start, we have a structured onboarding and induction programme, this will include on the job training and support, tailored to your role and department.

As well as the usual competitive salary, free parking, paid for social events, complimentary hot drinks and a supportive atmosphere where colleagues are encouraged to reach their full potential, we have developed a set of benefits which add real value to our team:

#### Bonus

In addition to the basic salary, this role has access to a performance based bonus.

#### Company car

This role has access to the company car scheme with hybrid, electric and cash options.

#### Enhanced holiday allowance

We give our team an enhanced holiday entitlement of 26 days, plus bank holidays, totalling 34 days total. There is an option to carry over up to five days into the following year.

#### EAP (Employee Assistance Programme)

All members of the team have access to our assistance programme, including a 24-hour helpline from Health Assured to support with wellbeing, legal information, medical information and customer issues.

#### Salary sacrifice medical insurance

All members of our team have access to a, no questions asked, discounted, medical cover provided by BUPA. Paid for through a tax efficient salary sacrifice scheme.

#### Personal Development Program

All team members have access to MyPDP, our company's personal development program, which encourages and supports continuous learning and professional development.

## Person Specification

	Essential	Desirable
<b>Qualifications</b>		
Relevant electrical or AV based qualification		x
Qualification in English and Maths	x	
<b>Experience</b>		
Proven experience in smart buildings sales, preferably in a managerial role		x
Successful track record of driving specification-driven sales		x
Experience of working in a field based sales role		x
<b>Skills and Knowledge</b>		
Excellent communication and negotiation skills	x	
In-depth knowledge of smart building technologies and trends		x
Knowledge of electrical accessories, interior design, and lighting design		x
Knowledge of KNX protocol and Casambi technology		
<b>Personal qualities</b>		
Proactive and results-driven mindset	x	
Work well in a team	x	
Adaptability to a dynamic and evolving market	x	
Ability to adapt to evolving challenges in the smart buildings sector	x	