

## Automated Building and Energy Controls Limited

### JOB DESCRIPTION

#### Smart Buildings Solutions Manager

- Full Time
- 40 hours per week

| Department | Region            | Office    |
|------------|-------------------|-----------|
| Sales      | South East/London | Wokingham |

#### ABEC Background

- ABEC is a Building Management System (BMS) and energy management specialist carrying out new Installations & Projects, Maintenance and Smart Buildings services for M&E contractors, End Users and Facilities Management organisations.
- ABEC are a friendly, privately owned business with a turnover of c£6M with offices in Tewkesbury, London, Birmingham, and Wokingham consisting of over 53 staff and a network of sub-contractors and suppliers with a plan to grow considerably over the next few years.

#### The Role

The company wishes to appoint a Technical Sales Manager to undertake a sales role, providing a high level knowledge of Smart Buildings @ IoT solutions to new and existing customers.

Working with the Sales Director, this position is critical in providing technical solutions to meet our client's site, systems and project requirements as we are challenged to work smarter and grow the Smart Buildings revenue within our business.

The role will take full responsibility for all technical sales with customers in this field including initial introductions, presentations and preparation of proposals.

#### Head Office

7 Miller Court, Severn Drive, Tewkesbury Business Park, Tewkesbury, Gloucestershire GL20 8DN  
T 01684 853 780 E [enquiries@abec.co.uk](mailto:enquiries@abec.co.uk) [www.abec.co.uk](http://www.abec.co.uk)

Regional Offices Birmingham, Cardiff, Horsham and London

#### Automated Building and Energy Controls Ltd

Registered in England and Wales No: 5055271

## **Responsibilities**

- Provide Smart Buildings/IoT sales support for allocated customers.
- Provide internal technical support and communications with ABEC tech team and software partner ICONIC'S.
- Undertake site surveys as needed to support the sales function
- Create clear specifications and costs within a solution sales approach, defined around the SMART approach; Scope, Measureable, Achievable, Realistic, and Time Bound.
- Achieving sales targets as part of a team.
- Ensure a thorough handover of sold solutions and projects to the operations team, clarifying all aspects of the SMART approach.
- Provide project review points and project input to the ICONIC'S and ABEC operations teams where necessary to ensure clients full satisfaction and the prevention of any disconnect between sales consultancy (customer expectations) and the project delivery (outcome).
- Input through technical workshops for technical design and delivery standards with operations.
- Provide innovative solutions to clients and internal staff in respect of new/evolving solutions.
- To undertake any other duties as requested by senior staff within ABEC.

## **Liaise with**

- Clients
- Sales Director
- CBRE Account Manager
- Operations Director
- Project Managers
- Technical Solutions Manager
- Sub-Contractors
- Suppliers

## **Line Management**

The line manager for this role is the Sales Director.

### **Relevant experience, skills & knowledge**

| <b>Essential</b>  | <b>Desirable</b>  |
|---|---|
| <ul style="list-style-type: none"> <li>• Minimum 3 years' experience within the Smart Buildings/IoT related roles.</li> <li>• Experience of design, engineering and delivering small, medium and large IoT solutions.</li> <li>• Demonstrable evidence of achieving sales targets within a similar role.</li> <li>• Demonstrable evidence of creating specifications, and establishing lines of demarcation within scope.</li> <li>• Progressive attitude toward new technologies, but coupled with a cautious approach to mitigate risks so as to deliver robust solutions.</li> </ul> | <ul style="list-style-type: none"> <li>• Minimum 5 years experience within the Smart Buildings/IoT related roles showing variance of solutions and excellent understanding of IoT solutions.</li> </ul> |

### **Relevant qualifications**

| <b>Essential</b>   | <b>Desirable</b>   |
|--|--|
| <ul style="list-style-type: none"> <li>• Educated to A level.</li> <li>• Suitable qualifications to demonstrate building services knowledge and Smart Buildings/IoT solutions for end users and FM customers.</li> </ul> | <ul style="list-style-type: none"> <li>• Educated to Degree Level within mechanical, electrical, building services or a controls field.</li> <li>• Qualification/experience in Smart Buildings/IoT field.</li> </ul> |

### **Communications and interpersonal skills**

| <b>Essential</b>   | <b>Desirable</b>   |
|--|--|
| <ul style="list-style-type: none"> <li>• Exemplary written &amp; verbal communication skills</li> <li>• Accuracy and attention to detail</li> <li>• Proactive attitude</li> <li>• Comfortable working as part of a team</li> <li>• Demonstrable commitment to quality</li> <li>• High customer focus</li> <li>• Ability to self-manage workloads to meet deadlines.</li> </ul> | <ul style="list-style-type: none"> <li>• Active member of CIBSE and / or other associated governance schemes.</li> </ul> |

## **Benefits**

- Salary of £40,000 to £45,000 per annum dependant on experience and qualifications.
- Annual performance related bonus scheme. (unlimited)
- 25 days holiday
- Contributory pension (3% employer contribution)
- Private health and life assurance cover (3x salary) after 12 months
- Company car or cash allowance (£4,800 per annum)
- Mobile phone, laptop etc