

## **Demma London (Business Development Manager)**

Demma is the leading independent UK based Building energy management system company (BEMS), established in 1989, the company is very well established in the BEMS industry, specialising in the energy efficiency market that has constant demands for improved control changes and condition based monitoring.

Demma has excellent financial stability and employs its own software integration development; energy; installation; and service support teams.

The national service teams have numerous long-term high quality national contracts with blue chip clients. Continued successful growth in the service provision has created the need for several new positions within our business and many more opportunities within the near future.

Demma is currently seeking a business development manager (BDM) to join its busy service team in the central London, greater London and surrounding areas.

Knowledge of the BEMS industry would be an advantage but not essential as training will be provided, however applicants are welcome from any industry sector but must have experience and understand the concept of selling service contracts.

The applicant should have excellent communication skills/customer relationship skills and have the ability to work autonomously with a selection of existing key clients and new clients, developing new growth within the business.

This position offers excellent career opportunities to the successful applicants with great benefits and the chance to be part of a rapidly expanding business in an ever growing market sector.

Demma offer an attractive salary along with the following benefits:

- Quality Company Vehicle (BMW or equivalent) or Car allowance
- Excellent Pension scheme
- Death in service benefit
- Lunch allowance
- Expense account
- Bonus scheme
- Employee award scheme
- Employee introduction scheme
- Great career prospects
- Manufacturers training courses
- Sales training courses
- Energy management courses
- Personal communication equipment (Laptop, mobile, internet etc)

**The Position:**

The successful candidate would be required to undertake the following tasks?

- Build customer relationships
- Undertake site surveys
- Attend site meetings
- Prepare and deliver presentations
- Negotiate existing contracts
- Attend trade shows and exhibitions
- Manage and diarise own appointments
- Prepare reports for monthly sales meetings

This position is primarily a mobile role, working from home but reporting to our Head office, it is envisaged that approximately three days per week would be required to visit clients, with the remainder of the time arranging new appointments and preparing proposals.

The type of buildings we offer our services to are typically, large office buildings, schools, hospitals, airports, shopping centres and sports stadiums etc.