**August 2024**

**State Manager QLD / NT – Security Technology Distribution**

**BGW Technologies (**part of the Australian Family owned BGW Group of Companies**)** is currently seeking a leader to drive sales, operations, support customers in QLD / NT and lead our experienced team in Geebung Brisbane.  If you are looking to influence a strong and growing business and want to share in the rewards, then this could be the opportunity for you.

The focus of our business and culture is on people (customers & staff & suppliers) and helping them succeed, as such we are looking for a person that shares these values.

BGW Technologies is a leader in sourcing industry leading Tier 1 products locally and globally and distributing them to the security trade. With a world-class range of products covering Intrusion, CCTV, Access Control, IT and Data – there is no limit to what we can provide and ultimately making our customer’s jobs and lives easier. Some of our brands include Avigilon-Unity, Avigilon-Alta, Milestone, i-Pro (formally Panasonic), Pelco, Dell, AT, LenelS2, DSC, Kantech, Qolsys, PARADOX and more.

You will report to the Executive General Manager, who’s leadership style is one of giving people autonomy to succeed and creating an environment that encourages growth and work life balance.

If you have a strong background in sales and have strong technical knowledge in electronic security (in particular IP based CCTV), you like dealing with people and you want to focus on customers and staff (not reports and management meetings) then this might be your next career move.

**General Duties & Responsibilities:**

* Building trusting relationships with customers
* Supporting and leading the branch team
* Providing system design, quotes and proposals to customers
* Driving pre and post sales programs
* Providing sales and support to customers
* Ensuring strong P&L outcomes
* Growing and developing market share
* Learning and continually developing product knowledge for BGWT’s range of access control, security systems and CCTV surveillance products.

**Knowledge, Skills & Abilities:**

* A people person
* Confidence in dealing with customers and the ability to form strong relationships
* A positive can do attitude and willingness to learn
* Previous experience in electronic security and IT (in particular IP CCTV)
* Excellent communication skills, both written and verbal
* Proficient computer skills
* Strong attention to detail and understanding of operations
* Ability to work both autonomously and as a team
* Australian citizen or permanent resident

If you genuinely meet this profile, please email your resume along with a letter of introduction to rmeachem@bgwt.com.au or for a confidential discussion call Robert Meachem on 0423 028 270. **No recruiters please.**

**www.bgwt.com.au**