**Technical Sales Engineer/BDM – Electronic Security CCTV – Victoria**

**BGW Technologies (**part of the family owned BGW Group of Companies**)** is currently seeking a Technical Sales Engineer/BDM to service Victoria.

The focus of our business is on and helping them grow and succeed, as such - we are looking for people that share these values.

As a security distributor and wholesaler to the trade, BGWT source world class products locally and globally in areas covering CCTV, Intrusion, Access Control, IT and Data, which ultimately make sour customer’s jobs and lives easier.

This role is based around selling, system design, quoting and the support of our **Tier 1 CCTV** products to existing customers as well as to new System Integrators and Security Professionals. We offer excellent employee benefits, a great company culture and an environment that encourages growth and promotion.

If you have a keen eye for technology and enjoy working in an energetic, people focused business please contact us today.

**General Duties & Responsibilities:**

* Building trusting long term relationships with customers & consultants
* Generate new business and sales via visits, phone and email contact.
* Creating and providing system designs, quotations and support
* Responding to and assisting customers in tender responses
* Provide presentations and demonstrations to customers.
* Working with suppliers on trade events
* Achieving monthly sales targets and assistance with forecasting.
* Ability to attend Industry functions and events
* Learning and continually developing product knowledge for BGWT’s range of CCTV surveillance access control and security systems products

**Knowledge, Skills & Abilities:**

* A people person with the ability to form quality relationships.
* Strong experience in CCTV with knowledge of relevant IT products.
* Proven track record in sales and ability to develop and maintain a strong pipeline.
* A technical understanding of electronic security products and an interest in technology.
* Excellent communication skills, both written and verbal.
* Proficient computer skills and ability to learn new programs.
* Excellent attention to detail and efficient follow up with customer enquiries
* A positive can do attitude, willingness to learn and dedication.
* Ability to work both autonomously and as a team.
* Australian citizen or permanent resident.
* Current driver’s license.
* Previous experience in electronic security industry is essential.

If you genuinely meet this profile, please email your resume to lmavrelis@bgwt.com.au or for a confidential discussion call Louis Mavrelis on 0401 990 375. **No recruiters please.**