

## Job Title: Business Development Executive

**Location:** Hybrid

**Job Type:** Full-time, Permanent

---

### Role Overview

SURE Solutions is a leader in providing innovative vehicle CCTV, telematics, and fleet management solutions to bus & coach operators across the UK. Our products are designed to improve safety, efficiency, and operational performance for fleets of all sizes. We are expanding rapidly and are looking for a dynamic Business Development Executive to join our team and drive new revenue opportunities.

In this role, you will be responsible for identifying, securing, and nurturing new business opportunities. It will involve building strong client relationships, driving sales revenue, and developing strategies to achieve and exceed sales targets. This is a client-facing role, requiring domestic travel to meet with prospects and customers, as well as attendance at key industry events.

This is an excellent opportunity for a driven individual with a background in technical sales who is ready to take the next step in their career. Experience in vehicle CCTV, telematics, or fleet management solutions is a major advantage.

---

### Key Responsibilities

- Identify and develop new business opportunities to generate revenue growth.
- Build and maintain strong, long-term relationships with clients and key stakeholders.
- Research and target prospective customers in relevant markets.
- Conduct client meetings, both virtually and in person, to present solutions and close deals.
- Attend industry events, exhibitions, and networking opportunities to promote the company.
- Develop and execute strategic sales plans to meet or exceed sales targets.
- Negotiate contracts and agreements with clients to ensure mutual satisfaction.
- Collaborate with internal teams, including technical and marketing, to provide tailored solutions.



- Keep up-to-date with industry trends, competitor activities, and market opportunities.
- Maintain accurate records of sales activities and pipeline management using CRM tools.

---

### Experience and Skills Required

- Proven track record of meeting or exceeding sales targets in a business development or sales role, field sales experience is also desirable.
- Experience in technical sales, particularly in vehicle CCTV, telematics, or fleet products and services, is highly desirable.
- Exceptional communication and interpersonal skills, with the ability to influence and negotiate effectively.
- Strategic thinker with a proactive approach to identifying and pursuing new opportunities.
- Strong presentation skills, both in person and virtually.
- Excellent organisational and time management skills to handle multiple projects simultaneously.
- Proficiency in CRM tools and sales reporting.
- Full UK driving license (essential).

