



WE NEED YOU

WE'RE LOOKING FOR

Smart Home Security Area
Development Manager

LOCATION:
UK WIDE

WORKING HOURS:
Monday – Sunday, 5 days out of 7 on a rota basis
37.5 hours per week

SALARY:
Up to £30,000 pro rata

OTHER BENEFITS:
Company Sick pay, Perkbox, Life Assurance

CONTACT TYPE:
6 Month Fixed Term Contract

REPORTING INTO:
National Field Sales Manager

blue square.

EE
SECURITY RETAIL
TRAINER

WE'RE LOOKING FOR A HIGHLY MOTIVATED GO-GETTER WITH A PASSION FOR RETAIL TRAINING

As our Smart Home Security Retail Trainer, you will be pivotal role in training store teams, influencing sales. In this role you will empower instore teams to excel in promoting smart home security products, and ensuring customers make informed purchasing decisions. Your primary focus is on maximising sales through expert product knowledge, dynamic training sessions, and proactive lead generation efforts.

TO MAKE A REAL DIFFERENCE IN THESE AREAS

ENHANCED TRAINING PROGRAMMES

- Develop and deliver engaging training sessions, ensuring our teams are proficient in the nuances of smart home security products
- Lead by example through the execution of effective sales strategies, generating increased revenues and customer engagement

DRIVE SALES GROWTH

- Lead the charge in promoting and selling smart home security products
- Inspiring and equipping store teams to exceed sales targets

SPEARHEAD SALES ENGAGEMENT

- Lead engaging in store sales training activities, highlighting the advantages of our product offerings with energy and precision
- Demonstrate how to achieve sales targets

MASTER PRODUCT DEMONSTRATIONS

- Demonstrate product expertise, clearly explaining the unique features and benefits to both customers and store teams
- Clearly demonstrate the product range, the benefits of individual products
- Demonstrating return on investment through upselling a range of compatible products

TERRITORY MANAGEMENT

- Influencing multiple stores to deliver outstanding performance
- Working across a region to influence multiple stores and stakeholders to drive engagement
- Ensure seamless customer handovers across your region to ensure customer engagement, retention, and recommendations. Securing future sales and recommendations
- Keeping accurate training records, able to plan and structure your working week across a geographic region

EE SECURITY RETAIL TRAINER

OUR IDEAL PERSON & THE ESSENTIALS WE'RE AFTER

- Training Expert: Known for crafting engaging and impactful training sessions that empower teams to excel. Able to leave a legacy with the in-store teams enabling them to make impactful sales
- Sales Enthusiast: You will be passionate about driving sales through excellence in your training deliver. You'll have natural ability to motivate and lead by example
- Influencing remotely: Demonstrate impact through training delivery and sales across your region
- Accurate records: Able to keep accurate training records to demonstrate return on investment
- Product Advocate: Committed to showcasing and emphasising the best features of our products compatibility with other products in our range, with proven experience in increasing sales. Ideally with a background in selling the latest tech products
- Articulate Communicator: Exceptionally skilled in conveying ideas and responding to questions clearly, enabling in store teams to understand the product range and how they can promote the product range with confidence
- Customer-Centric Focus: A strong advocate for delivering outstanding customer experiences, setting the standard of excellence every time
- You'll have a full UK driver's licence and access to a vehicle

Our ETHIC values are at the core of everything we do, the way we think, the approach we take. These five values are qualities we look for in every single member of the Blue Square team.

