



JOB DESCRIPTION

Business Development Manager

OTE £80,000 | FULL TIME | PERMANENT
MONDAY TO FRIDAY

ABOUT US

CIA Fire & Security Limited, part of The Ranger Group, is a leading security business based in Cirencester, Gloucestershire.

Our systems can be seen all over the United Kingdom and parts of Europe. We pride ourselves on installing and maintaining bespoke security and fire protection solutions utilising the latest proven technology.

Since 1982, CIA has evolved from a one-man operation into a successful company with over 80 members of staff. We have developed a strong reputation for providing a fantastic level of service, reliability and uncompromising expertise. This reputation has been earned by recommendations from satisfied customers, local authorities and business providers.

CIA has been successful in delivering a wide range of amenities to clients, supported by a reliable and dedicated 24-hour service team. In extending the operational areas, customer service has been maintained, with particular focus paid to fulfilling client requirements and expectations.

CIA is proud to be BAFE SP203-1 approved and NSI Gold accredited for both security and fire alarm systems. CIA is certified by ISO 9001:2015, which highlights our commitment to excellence. We are on the approved register of installers for over 35 different constabularies within the UK and Ireland.

ROLE OVERVIEW

This is a key commercial position focused on generating sustainable growth, building long-term client relationships and driving recurring revenue through maintenance, monitoring, and service agreements.

KEY RESPONSIBILITIES

- Identify and secure new business opportunities
- Develop and maintain strong relationships with end users, contractors, consultants, facilities management providers and key decision-makers
- Manage the full sales cycle from lead generation to project handover
- Prepare professional proposals, quotations and tender submissions
- Collaborate closely with estimating, projects, service and operations teams
- Stay up to date with industry standards, legislation and compliance requirements

EXPERIENCE & QUALIFICATIONS

- Proven success in business development or technical sales
- Strong knowledge of fire alarms, CCTV, access control, intruder alarms, monitoring and maintenance services
- Experience selling to commercial clients, facilities management companies, contractors, consultants or public sector organisations
- A track record of winning new business and achieving sales targets

SKILLS & ATTRIBUTES

- Strong commercial awareness
- Ability to build trust and develop long-lasting customer relationships
- Excellent communication, presentation and negotiation skills
- Self-motivated, confident and proactive
- Strong pipeline management and organisational skills
- Tender and framework submission experience desirable

BENEFITS

- Car allowance
- 25 days holiday + Bank Holidays (option for 5 days extra)
- Life insurance
- Private medical insurance

READY TO APPLY?

Send your most recent up-to-date CV and supporting Cover Letter to
info@ciafireandsecurity.co.uk