



Job Description:

## Business Development Officer

**Company:** Wings Security Ltd

**Location:** Hybrid (Remote and On-site)

**Salary:** Competitive and Impressive

**Position:** Business Development Officer

**Application Deadline:** 30th July 2024

(We reserve the right to close the position early if we receive a high volume of applications)

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### About Wings Security Ltd:

Soar with us at Wings Security Ltd, a cutting-edge and registered security company based in the UK. Our mission is to provide unparalleled security solutions that cater to a diverse range of needs. With a team of seasoned security officers, we offer an extensive suite of services, including:

- Retail Security
- Concierge Services
- Construction Security
- Mobile Patrols
- Event Security
- Door Supervisors
- Static Guarding

As an emerging company with bold ambitions, we are on the lookout for a dynamic Business Development Officer to help propel us to new heights.

### Role Overview:

Are you a trailblazer with a knack for business growth? Do you thrive on challenges and exceeding targets? Wings Security Ltd wants you! As our Business Development Officer, you'll be the driving force behind expanding our clientele and enhancing our market footprint.

### Key Responsibilities:

- Discover and capture new business opportunities in the security sector
- Cultivate and sustain robust relationships with potential and existing clients
- Develop and execute strategic plans to surpass sales targets
- Stay ahead of industry trends and competitors through keen market research
- Craft and present persuasive proposals to potential clients
- Partner with management on pricing strategies and contract negotiations
- Represent Wings Security Ltd at industry events and networking functions
- Provide insightful reports on sales activities and performance

## **Qualifications and Skills:**

- Proven experience in business development, sales, or a related field
- A solid understanding of the security industry is a plus but not essential
- Exceptional communication, negotiation, and presentation skills
- Ability to work autonomously and within a team
- Strong analytical and problem-solving capabilities
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint)
- Boundless enthusiasm and a relentless drive to succeed

## **Why Join Us:**

- Competitive and impressive salary package
- Hybrid work environment (Remote and On-site)
- Excellent opportunities for professional growth and career advancement
- A supportive and dynamic team culture
- Potential for company-sponsored visa

## **Application Process:**

Ready to elevate your career and be part of an innovative company? We're eager to hear from you! Send your CV to [HR@wingssecurityltd.com](mailto:HR@wingssecurityltd.com). Don't forget to include "Business Development Officer" in the subject line of your email. Only shortlisted candidates will be invited for an interview.

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## **Wings Security Ltd**

**We Secure, You Succeed**

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## **Contact Information:**

**Email:** [HR@wingssecurityltd.com](mailto:HR@wingssecurityltd.com)

**Website:** [www.wingssecurityltd.com](http://www.wingssecurityltd.com)