

## Role Profile

<b>Role</b>	Sales/ Design Consultant
<b>Salary</b>	£30,000 basic + package (+ commission £45,000 OTE)
<b>Location</b>	Leeds
<b>Start</b>	To be confirmed
<b>Deadline</b>	Please submit your CV ASAP

Finite Solutions is a CEDIA accredited high-end home technology company with offices in Leeds and London. Recent awards include winning several project categories in the '08, '09 and '10 CEDIA awards, Installer of the Year 2009 (Home Cinema Choice Magazine) and Installer of the Year 2008 (Custom Install Magazine) as well as being a Crestron Dealer of Distinction.

We are looking for a Sales/ Design Consultant for the Leeds office. This is a fantastic opportunity for the right person to join one of the country's leading CEDIA accredited companies.

The position is a long term opportunity to be part of a rapidly growing company with excellent training prospects. We are a hard working company, but also enjoy what we do and have a good time doing it. We are committed to employee development and will ensure that the candidate is funded and supported for any additional training or accreditation required for the role.

### The Role

The structure of the role will be as follows

- Consultancy – meeting with potential clients and selling home automation systems and home cinema rooms to meet their specific needs
- Sales – responsible for meeting an annual sales target.
- Design – designing the complete system (rack schematics, cables schedules, functional specification, elevations, high level schematic) in order to pass onto the Project Manager for delivery.
- Business Development CPD training with local architects, interior designers, QS and M&E consultants to increase the number of sales leads coming into the business.

#### Leeds Office

**T: 0113 255 4765** F: 0113 255 4742

**E: leeds@finitesolutions.co.uk**

**A:** Finite Solutions Ltd · Pavilion Business Centre  
Stanningley Road · Leeds · LS28 6NB

#### London Office

**T: 0845 873 8848** F: 0207 624 9519

**E: london@finitesolutions.co.uk**

**A:** Finite Solutions Ltd · Argo House · Kilburn Park Road  
Maida Vale · London · NW6 5LF

## Technical Knowledge and Experience

- At least 3 years experience in design/ sales for high end residential AV and home automation systems, preferably within a CEDIA accredited company. Residential experience is essential and candidates with only commercial experience need not apply.
- Product knowledge of high end home automation products including Lutron, Kramer Panasonic Telephone Systems, Kaleidescape, Artcoustic, Sonos, Denon, Runco, Speakercraft, Crestron, Future Automation, B&W and various projector and cinema screens.
- Proficient in CAD / Visio skills desirable but not essential.
- Have an understanding of residential construction techniques and the risks associated with automation systems such as projector drops and plasma lifts.
- Proven record of developing very good relationships with clients, specifiers and suppliers.
- Experienced with dealing with high net worth individuals.

If you believe you fit the criteria outlined above, please email your CV to [careers@finitesolutions.co.uk](mailto:careers@finitesolutions.co.uk) addressed to Simon Mathieson.

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