

# Business Development Manager

DUBIN, IRELAND



PRESENTED TO YOU BY i-RECRUIT

# Overview

Our client is one of Ireland's leading digital signage companies, with over 20 years' experience in the industry. In keeping pace with growth, we are looking for a Business Development Manager to join their team in Dublin.

Your role will require working with small independent traders right through to international brands, across all customer facing sectors.

You will be backed by a solid management team that offers comprehensive training and career progression.

This role will suit someone looking to break into Digital Media sales. Ideally, you will have a minimum of 2 years sales experience with an emphasis on face-to-face customer service, and be looking to join a professional organisation where you can grow your career.



# Responsibilities

Calling upon a diverse range of customer service industries, you will be speaking to managing directors, procurement departments, engineering managers, maintenance managers, and purchasers. Due to the nature of the product and the range of industries, you will have huge scope to sell your solutions.

Whilst previous experience of selling technology products is desirable, it is by no means essential.

You will be a confident self-starter who is passionate about developing a sales career, coupled with a keen interest in digital media technology. You will be professional, tenacious, immaculately presented, and enjoy working in a fast-paced industry, and more importantly, have a passion for ongoing learning.



# Requirements

- 2+ years experience in a B2B sales role
- Account Management Experience
- Passion for gold standard customer service
- A keen interest in digital media and its potential to increase a client's turnover



# The Package

You wouldn't expect us to disclose the salary range at this early stage, but we're very confident that we'll meet your expectations.

Our client understands the value of rewarding staff well, and has constructed a very good package, which will include company phone, laptop and vehicle.



# Next...

If we've piqued your interest, we'd be happy to answer any questions that you may have. If you are happy to be considered, we'll need a CV, and after that, there'll be a telephone interview with the relevant personnel.

If both parties are happy, there will be more formal interviews where your experience will be explored.

And if that goes well...welcome to your new job.



# A bit about us

We have decades of experience of recruitment, business and commerce, and it shows. Trading since 2018, we're an independent and proud Irish company, working mainly across Bulgaria, Ireland and the UK. We have developed some very smart techniques for finding key staff for our portfolio of clients. It can be hard and laborious work, but it's really effective.

But you know that already, or you wouldn't be sitting there, reading this.

We treat our candidates with a great deal of respect, and because of this, we develop strong relationships with our ever-increasing database of talent.

We never forget that we are dealing with people who are making life changing decisions. We'd be *delighted* to help you on to the next stage of your career.



i-RECRUIT

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