

Business Development Manager (Permanent)

Location: Naas, Co Kildare

Company Profile:

OpenSky a European challenger brand to the large global software consultancies, delivering innovation across Government, Transport, Environment and Health sectors in the Ireland and the UK.

Due to business growth, OpenSky has a role for a Business Development Manager based in our Naas, Co Kildare headquarters on a permanent basis. This an excellent opportunity for an experienced sales professional to utilise their Consultative selling and closing skills to sell company's software solutions and digital platforms on a global level. You will form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

Why Join our Team:

OpenSky is a dynamic, exciting place to work. We hire exceptional people, and every one of them is empowered to think independently, take initiative and be innovative in their job. We are committed to ensuring that our performance and reward strategies are designed to effectively support our employees at every opportunity and offers an excellent work-life balance.

At OpenSky our employees enjoy the creative, agile and meaningful work they do, the resources and technology they have access to and the benefits we offer. The projects we work on make a real difference, and that's what makes us distinct in our industry. This very factor means that our employees get to work with the latest and emerging technologies.

We've built a truly unique culture here at OpenSky, where our employees are always learning, challenged with interesting projects and rewarded with fantastic benefits. We attract talented individuals from a wide range of cultural, geographic and educational backgrounds whom bring with them a rich variety of skills and experiences.

Our plan is simple; we hire the best people whom possess the skills, talent, expertise, experience and motivation that we require and when we find them, we help them grow, develop and achieve their goals.

The values we share help us to thrive and succeed, both as individuals and as a team. If you share those values, you'll fit right in!

The Job:

Ideally you will have worked previously with digital solutions in a consultative selling role. You need to be comfortable working closely on a daily basis with Marketing to develop leads, developing our value proposition, sales material and building a sales engine. You will develop strategies to build long-term and strategic relationships with new customers.

Principal Accountabilities:

- Managing and driving sales to private and public sector customers
- Experience in sales for a digital solutions company essential
- Experience in selling to Government organisations in the UK and Ireland a distinct advantage
- Outstanding verbal, written and stand up presentation skills
- Proven experience in consultative selling and an ability to listen to your customer
- Produce on-time bid submissions, scheduling of bid meetings and final sign-off
- A great knowledge of Dynamics CRM and associated sales tools
- Up-to-date on digital and application trends
- A proven ability to quickly identify decision makers and the decision-making process
- Maintain internal relationships including Technical consultants and Delivery Managers, Marketing and Business Development
- Strong track record and ability to close a deal

Essential Skills:

- 3rd level Degree in Marketing/Business/Communications/Arts
- Minimum 4 Years B2B Sales experience
- Interest in Digital solutions and tools and ideally in business solutions for Government
- Excels at Consultative selling with strong ability to close.
- A Great Organiser with time and people management skills.
- MS office proficiency Outlook, Word, Excel, PowerPoint
- CRM database working knowledge, Dynamics 365 a plus
- Social media proficiency LinkedIn, YouTube
- Excellent written English & strong communicator
- Clean driving Licence and ability to travel freely in UK/EU area
- Ability to work autonomously and on own initiative
- Must be a strong networker

Personal Skills:

- Excellent communication skills in both written and verbal English
- Ability to interface with clients in a professional and efficient manner
- Excellent business process awareness
- Strong time management / prioritisation and planning skills
- Ability to Travel occasionally

What we Offer:

You will form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

- Competitive Salary – market adjusted
- Continuous Professional Development
- Education Assistance Programme
- Company Pension
- Incremental Increases in Annual Leave
- Employee Assistance Programme (EAP)
- Annual Health Screening
- Employee Referral Scheme
- Ethical Employer
- Friendly, fast paced atmosphere
- International working environment in a growing company
- Work with innovative technologies & solutions
- Microsoft Dynamics & Personal development programmes

Please note we do not require the assistance of third parties

OpenSky Data Systems is an equal opportunities employer