

## **Job Description**

**Department: Sales- Business Development Team**

**Position Available: Business Development Manager**

**Location:- Dublin based**

### **Summary:**

The role of the Business Development Manager is to work as an integral part of the Business Development Team. S/he will be responsible for generating new business opportunities and account management that will produce desired revenue goals. S/he will promote the entire Strencom WAN and Data Centre related product suite.

Strencom's primary offering is around providing Managed Private Wide Area Networks which include Internet and Data connectivity solutions focusing on the SME market. Strencom is a Multi-Network Operator providing Managed ADSL, SDSL, Leased Lines & Wireless solutions to businesses in Ireland & the UK. The extended product portfolio that Strencom provide is noted in the ICT industry as being best of class, with brand names such as Cisco, Fortinet, Riverbed, Solar Winds and VMWare.

### **Qualifications/Skills Required**

- Strong knowledge and track record of solution selling preferably in the WAN and Virtual technology sector,
- Proven sales success in complex sales environments e.g. software, CRM etc.
- Proven ability to interface with senior I.T. & Board executives and influence solution plans
- Fundamental business planning

### **Key Position Requirements:**

- Ability to understand the commercials and mechanisms of an organisation
- Ability to position and communicate Strencom's WAN and Data Centre products to the end user
- Ability to develop and present a business solution
- Strong closing skills
- Accurate pipe line forecasting & management
- Maintain accurate & timely data entry into Salesforce.com
- Maintain an up to date Account Plan for top customers

### **Behavioural Characteristics**

- Discerning and pragmatic approach
- Executive presence
- Learning motivated
- Results orientated
- Relates technology to value and business benefit
- Sound business judgment
- Self starter/entrepreneurial
- Positive Attitude
- Very strong questioning techniques & listening skills
- Quality communication, note taking skills & customer empathy