

## Business Development Representative (Permanent)

### Description:

Asystec Limited is a Data Management Solution Provider with offices in Dublin, Cork, Limerick and Minnesota, United States. Partnering with such organisations as: Dell Technologies, VMware, Varonis and Oracle; Our primary focus is to design solutions to assist companies to manage, secure and identify their key data assets within their organisation. As we continue to experience significant growth, we are looking to expand our Sales team. We are looking to recruit a Business Development representative for our Dublin and Limerick office.

This opportunity is for all ambitious, entrepreneurial, self-driven Sales individuals who wishes to progress in their career.

### Responsibilities:

- Pipeline development through a combination of cold calling and market sector knowledge/intelligence. Adequate pipeline to ensure over-achievement within the designated territory.
- Manage the end to end sales process through engagement of appropriate resources.
- To exceed monthly/quarterly sales targets by selling the Asystec Technology portfolio into key accounts and/or within an assigned geographical or vertical market.
- Daily usage of the Asystec salesforce portal with accurate customer and pipeline data.
- Accurate monthly forecasting and revenue delivery.
- Accurately forecast and deliver (revenue & KPI's) to month, quarter and annual deadlines.
- Continuous improvement in self-research, learning and readiness on the new product offerings.
- Promote and attend industry activities and industry events to stimulate interest for company solutions

### Essential Requirements:

- 1 -2 years lead generation, business development, sales experience.
- The successful candidate will be someone results driven and with a solid business to business experience selling and the following requirements.
- IT literate, previous experience of the Microsoft suite of programs.
- Excellent presentation and communication skills, verbal and written. A professional telephone manner is essential.
- Ability to deliver effectively against set targets under minimal supervision.
- Experience gathering new outbound business clients through business development.
- Possess the ability to build and maintain relationships.
- Full drivers license and willingness to travel.

**Desirable Requirements:**

- Experience with Salesforce highly beneficial.
- Background or knowledge of the IT industry would be a distinct advantage but is not essential
- Degree in Business or IT preferred but not essential
- Sales experience with our vendors would be beneficial

**Additional Information:**

- Travel will be required
- Laptop & mobile phone provided
- On site gym
- Health insurance
- Competitive salary & bonus scheme

**To apply – please send your application to [careers@asystec.ie](mailto:careers@asystec.ie)**

*If you choose to apply to this opportunity and share your CV or other personal information with Asystec, these details will be held by us in accordance with our privacy policy used by our recruitment team to contact you regarding this or other relevant opportunities.*