

## Job Title: Business Development Executive

### Job Description:

A Business Development executive for Customer Perceptions/Optimum Results will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.

You must be comfortable working with a vast contact list, generating interest, qualifying prospects, closing sales, making calls and meeting potential clients.

### Responsibilities:

- Adding leads on our system for enquiries that come in via all channels
- Following up proposals and updating CRM system to that effect with the main objective being to close deals
- Managing, maintaining, and updating customer database
- Sourcing new customers and business leads working in conjunction with our marketing department
- Sourcing new sales and business opportunities through inbound lead follow-up and outbound cold calls and emails
- Understanding customer needs and requirements and offering right solutions for the application (training provided)
- Routing qualified opportunities to the appropriate salespersons for further development and closure
- Close sales and achieve quarterly quotas and KPI's
- Research accounts, identify key players and generate interest

### Role Requirements:

- Most importantly a friendly manner required!
- Proven track record in converting sales is desirable
- Strong phone presence and experience dialling dozens of calls per day
- Experience working with and updating CRM systems
- Excellent verbal and written communications skills
- Strong listening skills
- Ability to multi-task, prioritize, and manage time effectively
- A strong team player and ability to work unsupervised
- Self-Motivated
- Accepts responsibility for meeting deadlines

**Benefits:**

- Flexible working hours
- Quarterly performance related financial bonus
- Free on-site parking
- Care Value – organisation
- Financial Advise – Pension Plan
- Internal promotion opportunities
- Development programmes and courses
- Recreational/ team activities
- Additional perks include Smart/ casual dress code, actively promoting a work/ life balance, Early finish time on Friday's weekly

Other information: If selected for interview you will be required to prepared and conduct a short 5–10-minute presentation on the day showcasing your skills.

If you are interested in this position, please send CV and cover letter to [Nikki.campbell@customerperceptions.ie](mailto:Nikki.campbell@customerperceptions.ie)

Closing Date: Sept 2021