

Job Description: Business Development Executive

1. Leadership of or Responsible for:

- i. The promotion of OmniPro's products & services through the planning & implementation of telesales campaigns.
- ii. The maintenance and growth of OmniPro's client & prospect database.

2. Main Duties & Responsibilities:

- i. Direct telesales to existing client & prospect database
- ii. Development of existing database to ensure accuracy and completeness
- iii. Expansion of database to capture new contacts & prospects
- iv. Planning, creation & organisation of telesales campaigns
- v. Compilation of direct marketing material
- vi. Planning, creation & execution of e-mail campaigns
- vii. Planning, creation & execution of postal campaigns

3. Skills Required:

- i. Excellent Communication Skills
- ii. Excellent Command of the English Language and is able to converse comfortably with highly educated prospects.
- iii. Persuasion & Influencing Skills
- iv. Planning & Project Management Skills
- v. Computer Skills

4. Qualifications Required:

- i. Business related degree
- or
- ii. Telesales / sales qualification

5. Experience Required:

- i. 2 years minimum telesales / direct sales experience

6. Salary Range: €22,000 - €28,000 DOE + Commission

7. Required Attitudes, Practices & Ethos

- i. Ambitious
- ii. Shows initiative
- iii. Self motivated
- iv. Results focused
- v. Has excellent attention to details
- vi. Is Energetic & Eager
- vii. Has desire to grow & develop
- viii. Is confident & self assured
- ix. Can deal with rejection