

Business Development Manager

Key Activities

The successful applicant will be expected to contribute positively to all aspects of business development activities including:

- Fielding of initial sales enquiries.
- Assisting the team with the preparation of written tenders and proposals.
- Meet with prospective clients to scope requirements and to present tailored solutions.
- Liaise with current clients to sustain and enhance existing relationships.

Essential Requirements

- Third level Qualification in Business / Management or related subject matter.
- Minimum 3 years' experience in a client account, sales or business development role that involves working directly with clients.
- Proven ability to acquire and develop new business.
- Excellent written and personal communication skills.
- Proficient IT skills in using Microsoft Office software.
- Valid UK/EU Driving License.

Desirable Requirements

- Experience of using consultative selling techniques.
- Experience of selling online solutions and services.
- Experience in the use of a Customer Relationship Management system.



Location: Belfast/Dublin

Salary: Negotiable, depending upon experience.

As well as a competitive salary, we offer continuous professional development opportunities and a range of other benefits including a contributory pension scheme and healthcare plan.

By joining our highly skilled team, you will get the opportunity to think creatively and work on a wide range of interesting and challenging projects in the e learning and digital media field.

To apply for this role, please send a cover letter outlining relevant skills and experience against the essential and desirable criteria, and a detailed curriculum vitae to info@aurionlearning.com

About Aurion Learning

Aurion Learning is a multiple award-winning digital learning with more than 18 years experience in technology enabled learning.

Specialising in the design of customised eLearning, we work with organisations across all sectors, nationally and internationally to deliver high quality learning solutions.

Learn more about us at www.aurionlearning.com