



New Business Sales Manager

(Specified Purpose Contract – Maternity Cover)

Location: Naas, Co Kildare

Company Profile:

OpenSky a European challenger brand to the large global software consultancies, delivering digital innovation across Government, Transport and Environment sectors in the UK and Ireland.

We have an excellent opportunity for a New Business Sales Manager – SPC Maternity Cover. This role will allow an experienced sales professional to utilise their Consultative selling and closing skills to sell company's software solutions and digital platforms on a global level.

Why Join our Team:

OpenSky is a dynamic, exciting place to work. We hire exceptional people, and every one of them is empowered to think independently, take initiative and be innovative in their job. We are committed to ensuring that our performance and reward strategies are designed to effectively support our employees at every opportunity and offers an excellent work-life balance.

At OpenSky our employees enjoy the creative, agile and meaningful work they do, the resources and technology they have access to and the benefits we offer. The projects we work on make a real difference, and that's what makes us distinct in our industry. This very factor means that our employees get to work with the latest and emerging technologies.

We've built a truly unique culture here at OpenSky, where our employees are always learning, challenged with interesting projects and rewarded with fantastic benefits. We attract talented individuals from a wide range of cultural, geographic and educational backgrounds whom bring with them a rich variety of skills and experiences.

Our plan is simple; we hire the best people whom possess the skills, talent, expertise, experience and motivation that we require and when we find them, we help them grow, develop and achieve their goals.

The values we share help us to thrive and succeed, both as individuals and as a team. If you share those values, you'll fit right in!

The Job:

Ideally you will have worked previously with digital solutions in a consultative selling role. You need to be comfortable working closely on a daily basis with Marketing and Business development to develop leads, developing our value proposition, sales material and building a sales engine. You will also be experienced with managing the response to Tender process, managing strategic bids to deliver high quality, winning bid content on-time.

- Experience in sales for a digital solutions company essential, ideally with particular experience navigating Government organisations in the UK and Ireland.
- Outstanding verbal, written and stand up presentation skills
- Proven experience in consultative selling and an ability to listen to your customer.
- Produce on-time bid submissions, scheduling of bid meetings and final sign-off.
- Coordinate a bid team, including technical consultants, business analysts and managers to ensure high-quality content & attention to detail
- Coordinate the pricing of large scale bids including final submission of pricing details
- A great knowledge of Dynamics CRM and associated sales tools
- Up-to-date on digital and application trends
- A proven ability to quickly identify decision makers and the decision-making process
- Maintain internal relationships including Technical consultants and Delivery Managers, Marketing and Business Development
- Track record in presentation skills and ability to close a deal

Essential Skills:

- Industry Experience of a 3rd level Marketing/Business/Communications/Arts degree
- Interest in Digital solutions and tools and ideally in software solutions for Government
- Digital Marketing Qualification and a passion for Digital Marketing essential
- Excels at Consultative selling with strong ability to close.
- Minimum 4 Years B2B Sales experience
- A Great Organiser with time and people management skills.
- MS office proficiency Outlook, Word, Excel, PowerPoint
- CRM database working knowledge, Dynamics 365 a plus
- Social media proficiency LinkedIn, YouTube
- Excellent written English & strong communicator
- Clean driving Licence and ability to travel freely in UK/EU area
- Ability to work autonomously and on own initiative

The above statements are not an exhaustive list

We Offer:

You will form part of a high-performance team, working together to deliver projects of national and international importance changing the way large Business and Governments work.

- Competitive Salary – market adjusted
- Continuous Professional Development

- Education Assistance Programme
- Company Pension
- Incremental Increases in Annual Leave
- Employee Assistance Programme (EAP)
- Annual Health Screening
- Employee Referral Scheme
- Ethical Employer
- Friendly, fast paced atmosphere
- International working environment in a growing company
- Work with innovative technologies & solutions
- Microsoft Dynamics & Personal development programmes

Please note we do not require the assistance of third parties.

OpenSky Data Systems Ltd. is an equal opportunities employer