



Business Development executive – Summary Job Spec

Description

Are you a commercially focused individual with an interest in tech? If you're looking for a role in prop Tech sales and want to work in a fun and innovative environment,

SMART FLOW is looking for an ambitious Business development Executive who wants to make an impact quickly and drive our user friendly product into new and exciting industries! Real customer relationships and real responsibility from day 1. Be part of the next chapter in an Irish start-up success story

About SMART FLOW

SMART FLOW are a prop Tech company based in Balbriggan Co Dublin, who provide intelligent water optimization with verifiable water costs savings using Tech to detect leaks and water wastage.

We're looking for candidates who have a background or solid understanding of retail, commercial, hospitality or property maintenance ,who really understands our customers and the challenges they face. You will use consultative selling skills to initiate and develop long-lasting relationships with prospective customers, manage your own sales pipeline and help us continuously improve our products for our customers.

We have big growth plans for 2021 , so if you want to be part of a tech start-up success story, get in touch!

What You'll Do:

- Prospect and develop new accounts by educating contacts about how they can save water and money while becoming more sustainable using SMART FLOW's platform.
- Work inbound leads and assist in creating & executing outbound campaigns
- Hold face-to-face and Zoom meetings with prospective customers to understand their business challenges and goals
- Run product demos
- Be the voice of the customer for our Product team to help build new features!

Requirements

- You have a track record of high achievement in your current role
- 2 year's sales experience
- Experience selling into Hospitality, retail and commercial sectors.
- You love getting to know new people and helping them solve their problems

Who are we looking for?

- Are you quick to learn and eager to try new things?
- Are you organised?
- Are you tech savvy?
- Do you enjoy a challenge?
- Do you want to be part of an Irish success story?

Benefits

- Exposure to all business areas in a fast-growing prop tech start-up
- Generous and achievable OTE

An Attractive salary and benefits package, commensurate with experience and responsibility is on offer. For a detailed job spec and application form email admin@mysmartflow.ie