



Salary: €23,000-€27,000 + uncapped commission + phone + laptop

Location: Dublin

Hours: 37.5 per week

Think you can sell to independent businesses? Can you talk Sports?

Join an elite field sales team in Alps Telecoms who are a Retail Company that drives million euro revenues for Virgin Media every year!

Alps Telecoms are currently looking to fill a Business Development Manager role in our Business to Business Field Sales Team on behalf of Virgin Media in the Dublin Area.

Virgin Media Business is the business-to-business division providing commercial customers across Ireland access to Virgin Media's great content with Sky Sports, Setanta & BT being a key feature for pubs, bookmakers and gyms across the country!

As a Business Development Manager (BDM) you will have ownership and be accountable for a specific territory in one of our regions across Ireland and be responsible for driving new business by selling the value of having Virgin Media in their outlet. We need you to grow the Virgin Media customer base, exceed your quarterly sales target. You need to be a sales hunter, hungry for the next sale and thrive in performance measured culture.

Virgin Media have been the industry leader in the business broadband marketplace and Alps Telecoms in conjunction with Virgin Media are now looking for someone to focus on Business television in the Dublin area. We are looking for a salesperson that can sell to both the traditional (pub, bookmakers, clubs) and non-traditional venues (gastro-pub, independent hotels) to maximise opportunities, this is no small challenge! Resilience and the ability to bounce back are an essential quality to sell into this market. You'll be targeted on revenue, sales per week, and visits per day.

As a Business Development Manager you'll be working on your own, managing your own days & hours, supported by the Director of the company with regular team meetings. You will also be supported with full training in pitching and negotiating but BDM's need to have natural flair and strong commercial acumen built into their nature.

To join this passionate and driven Business to Business sales team you must have a real understanding of sport and be able to demonstrate your ability to sell face to face, win new business and negotiate & trade to close a sale in a small time frame/on the spot.

You'll have the ability to understand your own performance, be pro-active and use your initiative to create actions that improve levels. It is essential that you have excellent written and communication skills with a working knowledge of Outlook, Word, PowerPoint and Excel.

TO APPLY:

Submit your CV to info@alpsservices.ie