



## Ireland - Business Development Manager

---

### **Business Developer - Do you stand out from the crowd?**

Since its formation of 1986, Computer Futures Solutions has enjoyed the sort of growth that most organisations can only dream of. With 11 offices in 6 countries and an enormous database of ICT clients and candidates, we are the leading independent ICT recruitment consultancy in Europe and this is only the beginning. As a result of our success and extraordinary growth, we are now looking for a Business Developer to support this expansion and strengthen our current Irish team in Dublin.

After initial training in our HQ in London, you will be representing our company by visiting clients across Ireland. This is a crucial role for our next stage of growth. Your responsibility will be to generate new business, to nurture our impressive existing client portfolio and to negotiate contracts and SLA's. Having to work with and sell into the largest companies in Ireland, a tenacious and dogged attitude is essential.

Most of all you need to have the drive and desire to be successful in a fast moving and dynamic sales environment.

You will be rewarded with a competitive market salary and a very attractive commission scheme.

If this once in a lifetime career opportunity appeals to you and you have a proven track record in a demanding sales environment, then please contact Catherine De Caluwe.

---

### **Additional Information**

**Additional Salary Information:** basic + attractive commission

**Position Type:** Full Time, Permanent

**Ref Code:** bdm ireland

---

### **Contact Information**

Catherine de Caluwe

[careers.ireland@computerfutures.ie](mailto:careers.ireland@computerfutures.ie)

Computer Futures Solutions

## ACCOUNTS RECEIVABLE CONTROLLER



22,000 + Bonus + Benefits  
London  
FMCG

### The Company

In 1982, Dietrich Mateschitz became aware of products called 'tonic drinks', which enjoyed wide popularity in Asia, and got - while sitting in the bar at the Mandarin Hotel in Hong Kong - the idea of marketing those functional drinks outside Asia. In 1984, Mateschitz founded Red Bull. He fine-tuned the product, developed a unique marketing concept and started selling the RB Energy Drink on the Austrian market in 1987.

Since then, Red Bull has grown into the world's No1 energy drinks company, selling over 2.0 billion cans in over 100 countries every year. The Finance department is an integral part of the business and currently requires a bright and dynamic individual to join the team.

Currently based in Epping, Essex the company are relocating to a new head office in central London towards the end of the year. Candidates must be able to commute to Epping and Central London.

---

### The Job

- Reporting to the Financial Planning Manager, you will take full responsibility for the maintenance of the sales ledger using SAP. This will include updating the daily cash reports and analysing the aged debtors report.
- You will be the point of contact for customer queries including discussing credit limits, sending copy statements and invoices and any other queries that arise.
- Working closely with your manager, you will constantly review and improve the systems and procedures within the AR department.

---

### Your Profile

- You will have previous Finance and Accounts Receivable/Credit Control experience and demonstrate an understanding of basic accounting concepts including basic bookkeeping.
- Educated to A-Level standard or equivalent, you will possess strong interpersonal skills and a 'can do' attitude.
- Demonstrating a professional approach to all situations, you will possess excellent communication and time management skills.
- Previous exposure to MS Excel is essential and SAP accounting software experience would be an advantage.



### **Unicef Campaign Director**

Location – NYC National Headquarters

Job Category: Non-profit

Status: Full Time, Employee

Relevant Work Experience: 7+ to 10 Years

Career Level: Manager

### **Job Description**

Reporting to the Vice President of Development, and working closely with national and chapter staff, volunteer leadership and significant donors, the Campaign Director assumes a leadership role in the management, coordination and growth of an organization wide fundraising campaign towards the prevention of HIV/AIDS in developing nations.

Responsibilities include:

- directing and overseeing the design and operations of a 5 year \$100m campaign both internally and with constituents;
- overseeing and evolving the national and chapter implementation of the campaign;
- managing a portfolio of donor and donor prospects towards the achievement of a fundraising goal;
- creating, managing, and co-managing several campaign committees comprised of staff, board and philanthropic leaders;
- and providing technical assistance as needed toward the refinement of this campaign as a model for the organization to duplicate.

### **Qualifications**

Philanthropist with a heart for developing nations. Must have a Masters degree and a minimum of seven years related experience. Must have proven experience managing the components of building and evolving a non-capital, multi-faceted fundraising campaign in a non-profit setting, using a national/chapter/volunteer structure. Our ideal candidate is a visionary campaign development manager and a successful fundraiser skilled at campaign style fundraising, major gift donor cultivation and portfolio management. Superior communication and interpersonal skills required. Strong management, team-building, and strategic leadership skills are essential. Excellent computer skills and financial training for the non-profit sector are a plus.