



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

Computer Futures Solutions

Customising the CV

→ The ad does not mention education; skills are most important

- begin CV with profile, adjusted to ad
- next experience with special care for business accomplishments
- mention education to illustrate ambition and drive for success

Reading the Ad

Applicant must be self-aware individual ←

Job involves travelling ←

"Initial" implies that other training sessions will take place. ←

SLA (service level agreement) is a part of the ICT jargon. The abbreviation is used here to remind applicants that they should not bother writing if they are not familiar with it. ←


Ambition is crucial. The future employee should share the company's drive for success. ←

Future employee must be able to deal with great pressure. ←

Purposely vague information about wages. ←

Flemish name: has the company got a Flemish connection or is it sheer coincidence? ←

Conclusion:
The right candidate for this job should be a rugged, ambitious and competitive businessman. He or she should love challenges and pressure.



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Information from the website

Slogan:
We Listen, We Learn, We Deliver.

Implication:

- The capital "W" signals the importance of team spirit.
- By its structure, the slogan implies efficiency.
- The verbs stress the responsibility of the employee.

Caption:
Providing a complete range of freelance and permanent IT recruitment solutions for the global market.

Implication:
The adjectives "complete", "permanent" and "global" again signal the company's ambition.

Values:
Our success is based on integrity, exceptional service and results. We never forget that you have a choice.

Implication:
We have to be the best. Otherwise a customer will hire another business.

Conclusion:
Computer Futures Solution is a company with great drive for perfectionism, expecting nothing but the best from the employees. If you do not function in a fast moving environment and if you do not like pressure, you should think twice about applying for a job with this company.

Maria Ramirez De Orqueia
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maria_r@irishmail.ie

2 October 1980
Nationality: Irish

Profile: I'm a successful company representative who won't stop before both the company and the client are happy.

Experience:

- | | |
|-------------|--|
| 2003 - | Account executive
SoftSolutions <ul style="list-style-type: none">▪ Managed largest client accounts personally▪ Attracted over 50 new clients across Ireland▪ Inspired new corporate client policy, boosting sales▪ Expanded clientele to Northern Ireland |
| 2001 – 2003 | Personal account manager
OfficeTech.com <ul style="list-style-type: none">▪ Received top sales award twice▪ Successfully managed three major accounts▪ Generated new business across Dublin |
| 1999 – 2001 | Client Manager
Networking Ireland <ul style="list-style-type: none">▪ Attracted 25 new clients across Dublin▪ Helped to increase company profit by 25% |

Education & Training:

- | | |
|------|---|
| 1998 | Secondary education (leaving cert business: A2) |
| 2000 | Evening course: bookkeeping |
| 2001 | Evening course: client financing |
| 2003 | Evening course: client management |
| 2004 | Evening course: communication strategies |