**Job Title:**  Business Development Manager

**Location:**  ATU iHub Galway City, Old Dublin Road, Galway H91 DCH9

**Department:**  Sales

**Reports To:**  Sales Director

**Welcome to Ayphen Technologies:**

We are an exciting new SaaS ERP software company dedicated to providing innovative and scalable solutions to businesses worldwide. Our mission is to empower organizations with cutting-edge technology that streamlines operations and drives growth.

Joining the Ayphen Technologies team allows you to help mould the future of our technology and drive home our ‘customer first’ values. Our team has a passion to solve problems and engage with new and exciting concepts to enhance each of our solutions and ease the burdens and challenges of our customers.

Our highly skilled offshore team in India forms the backbone of our operations. With over 150 years of combined experience across diverse domains and technologies, we bring a wealth of knowledge and a proven track record of excellence to every project. At Ayphen Technologies, we pride ourselves on our team’s positivity, adaptability, and drive to tackle the most complex challenges head-on, ensuring our customers are always at the heart of what we do.

**Job Summary:**

Are you a visionary leader with a passion for innovation and excellence? Ayphen Technologies is on the lookout for a dynamic Business Development Manager to spearhead our growth efforts. We are seeking a highly motivated and results-driven professional to join our team, specializing in developing new business for both our Ayphen Products and Services.

In this role, you will be responsible for driving the expansion of our cutting-edge software solutions and service offerings. Leveraging your deep market insights and exceptional communication skills, you will identify and pursue new business opportunities, build and nurture strong customer relationships, and ensure our clients receive unparalleled value and service. You will be at the forefront of our business development strategy, working closely with cross-functional teams to achieve our ambitious growth targets.

**The Opportunity:**

This is an exciting opportunity to play a pivotal role in driving the growth of our Ayphen Suite of Products and Services. As a Business Development Manager at Ayphen Technologies, you will have the chance to lead strategic business initiatives, collaborate with cross-functional teams, and drive the adoption of our innovative software solutions and services. You will be at the forefront of ensuring our solutions meet customer needs and address market demands.

This role offers a unique blend of sales challenges and strategic influence, providing you with the platform to make a significant impact on the growth and success of our product offerings. You will be empowered to make a tangible impact on our business and contribute to our mission of delivering cutting-edge technology solutions to our clients.

Additionally, this role not only offers a dynamic and challenging sales environment but also provides opportunities for professional growth and development.

Join us and be part of a team that thrives on challenges, celebrates success, and is committed to transforming the software landscape. If you are a proactive and innovative professional with a passion for driving business growth, we want to hear from you!

**In This Role, You’ll Get to:**

* Lead sales initiatives by developing and executing strategic sales plans to achieve and exceed sales targets, expanding our customer base.
* Optimize sales processes by continuously evaluating and improving them to enhance efficiency and effectiveness.
* Manage the sales pipeline by maintaining an accurate and up-to-date flow of opportunities.
* Collaborate cross-functionally with marketing, product, and customer success teams to align on goals and strategies.
* Drive product adoption by showcasing the value of our software products and services through compelling presentations and demonstrations.
* Build and nurture strong relationships with key stakeholders, including clients, partners, and industry influencers.
* Participate in industry events by representing the company at conferences, trade shows, and networking events to build brand awareness and generate leads.
* Stay ahead of industry trends and analyse the competitive landscape to strategically position our products.
* Influence strategy by providing valuable insights and feedback to shape the future direction of our product offerings.
* Collect and analyse customer feedback to guide product development and enhancements.
* Provide regular sales reports and updates to senior management.

**What You’ll Need to Succeed:**

* Bachelor's degree in Business, Sales & Marketing, or a related field.
* 3+ years of experience in sales, preferably in a SaaS or software environment.
* Proven track record of meeting or exceeding sales targets.
* Strong negotiation and closing skills.
* Excellent verbal and written communication skills, with the ability to effectively convey product value to diverse audiences.
* A strong customer-centric mindset, with the ability to understand and anticipate customer needs and translate them into sales opportunities.
* Ability to thrive in a fast-paced, dynamic environment and manage multiple priorities effectively.
* Proven ability to work collaboratively with cross-functional teams, including marketing and product.
* A passion for innovation and continuous improvement, with a proactive approach to identifying and solving problems.
* Excellent organizational and time management skills, with the ability to meet deadlines and deliver high-quality results.
* Expertise in financial systems is essential, and familiarity with HR and payroll processes will be very beneficial. Your ability to navigate these areas will be a key asset in driving our success

These requirements are a guide as to what we’re looking for, but if you don’t have all of the skills listed above, that’s okay! Please don’t let that hold you back from applying if the role excites you.

**Benefits:**

* Competitive salary and performance-based bonuses
* Insurance scheme covering health & dental
* Death-in-benefit policy
* Flexible working hours and remote work options
* Professional development opportunities
* Collaborative and inclusive work environment

**Equal Opportunity Employer:**

At Ayphen Technologies, we are passionately committed to fostering a diverse and inclusive workplace where innovation thrives. We believe that our strength lies in our diverse team, and we welcome talent from all backgrounds. Join us and be part of a dynamic environment where your unique perspectives are valued, and your contributions drive our success. Employment decisions are based solely on merit and qualifications, ensuring equal opportunities for all.

For more details, please read our privacy policy.