



.ie Business Development Manager - Cyber Security Services

Position overview

Are you an experienced Business Development Manager with a strong track record in technical field sales and business development ? This is an exciting opportunity to join an ambitious company with a trusted reputation.

Reporting directly to the CEO, the successful candidate will play a pivotal role in supporting our Executive team in driving the promotion, commercialisation, and exploration of monetisation opportunities for our leading-edge DNS data analytics products and services for cyber regulatory compliance.

We are seeking someone adept at cultivating relationships with senior decision-makers, (including regulators with responsibility for cyber security) and possessing exceptional negotiation and persuasion skills.

Additionally, the *Business Development Manager* will be responsible for supporting the Digital Development Executive in liaising with Digital Towns stakeholders nationwide.

Candidates must possess recent and relevant experience. Previous exposure to the compliance services / cyber security sector will be a distinct advantage. A degree or professional qualification is required, along with a minimum of 5 years' demonstrable experience, ideally within technical field sales and business development.

Company Overview

The company operates Ireland's national registry for all Internet addresses ending in .ie. As the national registry, we operate and maintain the .ie database. Collaborating closely with our Registrars, partners, and stakeholders, we strive to be a driving force in Ireland's digital economy, fostering thriving online communities.

Our groundbreaking research and insights empower policymakers and partners, driving forward Ireland's national digitalisation agenda. Our leading-edge data analytics capabilities generate valuable DNS data metrics, visualisations, reinforcing our dedication to promoting digital adoption nationwide.

Our culture is centred on embracing a growth mind-set, inspiring excellence, innovation, synergy and encouraging teams and leaders to bring their best each day. Ours is a people centred culture in a digital age.

Information on .ie is available on the company's website at www.weare.ie.



Role Description/Responsibilities:

To be successful in this role you will:

- Build a strong sales pipeline by using prospecting strategies, identifying and closing new opportunities with recurring revenue streams.
- Develop and close business opportunities for our range of services and solutions with targeted leads.
- Establish connections with senior decision-makers at the cyber security regulators to promote official designation of one of our main cyber security data analytics products.
- Engage with key stakeholders and cultivate relationships with targeted leads, while identifying opportunities for selling, upselling, and cross-selling our cyber security data analytics products and services.
- The ideal person will be able to work on their own initiative in developing, maintaining and reporting on their pipeline and key metrics using market leading CRM and other sales systems. It is essential that the candidate has a high quality of sales administration skills.
- Work closely with cross-functional teams, you will provide input and feedback for product development based on customer insights and market feedback. Also working with marketing, to define and create customer facing materials
- Support the .ie Digital Development Executive in liaising with digital stakeholders nationwide, promoting and securing financing for digital readiness initiatives.
- Play a lead role in assisting our Executive team in promoting, commercialising and exploring monetisation opportunities.

Required Qualifications/ Experience & Skills:

Candidates should have a degree or professional qualification, along with a minimum of 5 years' demonstrable experience,

The ideal candidate must also have:

- **Proven Sales and Business Development Expertise:** Demonstrated minimum of 5 years' experience in technical field sales and business development or in a similar role, with a track record of achieving results and driving revenue growth.
- **Strong Communication and Presentation Skills:** The ability to confidently engage and influence key stakeholders at all levels, including senior decision-makers and regulators.
- **Strategic Thinking and Relationship Building:** Capable of establishing and nurturing connections with targeted leads to uncover digital business opportunities and develop long-term relationships with customers.
- **Negotiation and Persuasion Skills:** Well-honed abilities to negotiate deals, close business opportunities, and upsell/cross-sell our data analytics products and services

- **Analytical and Solution-Oriented Mindset:** Capacity to understand customer needs, identify opportunities, and develop tailored solutions to meet those needs.
- **Passion for Technology and Data:** An enthusiasm for technology, data, and/or cyber security, coupled with a drive to stay updated on industry trends and advancements.

Salary and Benefits Package:

- Salary - commensurate with experience
- We provide a health insurance programme with LAYA Healthcare
- Access to a holistic employee wellness programme
- We can help you plan for your future by offering a 5% contribution towards the .ie Defined Contribution Pension Scheme following successful completion of the 6-month probationary period. We can offer you peace of mind with life assurance and income protection policies.
- 20 days paid holidays p.a. subject to an upper limit of 25 days' holidays
- Access to the cycle-to-work scheme and the tax saver programme
- Comprehensive induction and sector familiarisation will be provided
- Appropriate training & professional development sponsored by the company.

The successful candidate will be based in our head office in Dun Laoghaire, Co Dublin. Travel within Ireland and a full clean Irish driving license is a requirement.

Note: Information on .ie:

As a KeepWell Mark accredited company, we are committed to fostering an environment and culture whereby staff well-being is priority. The first of its kind in Ireland, the KeepWell Mark is an evidence-based wellness initiative and accreditation programme from Ibec, for companies that are focused on making their employees' wellbeing a priority and who are committed to instilling a best practice approach and high standards of support for all.

We celebrate diversity and are proud to be an equal opportunities workplace and employer. We are committed to equal employment opportunity with all employment decisions at .ie based on business needs, job requirements and individual qualification without regard to gender, ethnicity, age, religious beliefs, disability, sexual orientation, gender identity and/or expression, marital status, or any other status protected by Irish law.

At .ie, we respect your right to privacy; all applications will be processed in accordance with applicable data protection laws.