

Business Development Manager



Vacancy Overview

We have an excellent opportunity for 2 experienced Business Development Managers for the UK & Irish market.

Overview of the responsibilities

The primary role of the Business Development Manager is to identify new opportunities with customers that are currently not doing business with GVD. The role will require a strong sales focus together with an understanding of the security market and to achieve commercial targets.

Product Portfolio

Dell/EMC OEM, Milestone, Avigilon, ACTi, Fluidmesh, Zepcam, Paxton, Comnet

Profile

- 2 years (or more) of experience in a Business Development role
- Self-starter who thrives in a challenging environment
- Strong responsibility, self-motivated, and demonstrated ability to work under pressure
- Proven track record of developing new businesses
- Ability to provide an accurate forecast of sales and activity is essential

Apply

If this role is of interest to you, and you would like to discuss it in further detail, please contact Gordon Smith on 01-4659056 or via email gordon@gvd.ie

About GVD

GVD is a specialist value-added distributor of IP solutions to the security industry. We provide the best range of IP hardware and software— from server and storage solutions, to cameras to access control and network infrastructure. We are official distributors for Milestone & Avigilon and we are also a DELL OEM Channel Partner. We are not just a distributor. We have extensive knowledge of IT infrastructures and take a consultancy approach with projects. We offer a single point of contact from product purchase stage right through to after-sales service.

Package

On application