

**Business Development Manager Position**Base Salary + OTEFull Time PositionDublin, Ireland

Ohma Digital is a Creative Agency established in 2018 to help SME and local business to optimise their digital presence. With a high focus and a result driven attitude, Ohma focus on a creative and bespoke approach that serves best their customers.

As a Business Development Manager, you are responsible for creating and growing a client base by identifying and transacting new leads and opportunities within your attributed territory to increase growth.

You are a highly driven and motivated person, you enjoy taking up challenges and overachieving results. You like meeting new people and creating connections. In this position, opening up sales opportunities is the key of your success. As a weekly basis, you will generate new business leads, attend business and networking events, salons and possibly organise and animate workshops.

You work closely with the Project Manager Team in order to deliver qualitative business proposals and close sales.

**Responsibilities:**

- Search, identify and qualify leads
- Develop company awareness physically in relevant salons or networking events and digitally on social media platforms, blogs and online networking.
- Prepare and follow-up business proposals
- Close deals

Report to: You report directly to the Sales Director.

The Business Development Manager is evaluated after the first month and then every 6 months during a review with the Sales Director. The review will provide feedback and guidance to achieve the position goals.

The Business Development Manager is evaluated on the following criteria:

- Lead Generation Performances
- Quality of leads and leads qualification
- Sales Performances