



Company Details Confidential



#JOB-2391336



CPM IRELAND, Block C, Cookstown Court,
Cookstown Est Rd, Dublin 24, D24 W668



No of positions : 1



Paid Position



35 hours per week



35000.00 Euro Annually



13/05/2025



10/06/2025

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : sachin.nair@cpm-int.com



Open your camera
app & point here
to view this ad
online



Business Development Manager

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

CPM Ireland are currently hiring an Business Development Manager on behalf of our largest client's, Elavon

The successful candidate will be reporting to the Team Manager and will be working from our CPM Head Office in Cookstown, Dublin.

The role will involve the delivery of sales targets through acquisition of new clients for Elavon and generating leads and closing sales.

The Primary Responsibilities for This Role Are

- Engage with potential clients through various channels, including cold calling, emails, and networking.

- Conduct product demonstrations and presentations to showcase the capabilities of fintech solutions.

- Build and maintain strong relationships with clients by offering tailored financial technology solutions.

- Collaborate with technical teams to provide product expertise and ensure successful product implementation.

- Analyse market trends, competitor offerings, and customer feedback to refine sales strategies.

- Negotiate pricing, terms, and contracts to close sales and meet revenue targets.

- Stay up-to-date on industry regulations, financial products, and technological innovations in fintech.

- Provide post-sale support and ensure a smooth handoff to the customer success or implementation team.

Skills and Qualifications Required:

- Strong understanding of fintech products, including payment systems, digital wallets,

blockchain, and financial data analytics tools.

Proven track record of sales success in a B2B or B2C environment, preferably within fintech or related industries.

Excellent communication, negotiation, and presentation skills.

Ability to translate complex technical concepts into easily understandable language for non-technical stakeholders.

Knowledge of financial regulations and compliance requirements related to fintech products and services.

Benefits

Basic Salary €35000

Bonus €14,000 OTE salary uncapped

Employee Assistance Programme

Structured Personal development supported by internal and external development activities

Companywide recognition awards

Discounted Health Insurance and access to company pension provider

Active Diversity and Inclusion teams across the business

IVF Support Policy

Regular Company events and activities

Product Discounts

Bike to Work Scheme

TaxSaver Scheme discounted travel tickets.

Referral payment schemes

- **Sector:** financial and insurance activities

Career Level

- Executive

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 2
- **Driving Licence:** Full: B

(Desirable)

- **Ability Skills:** Communications, Engineering, Interpersonal Skills, Technical IT
- **Competency Skills:** Decision Making, Negotiation, Networking, Working on own Initiative