



Halos Technologies Surveillance Solutions

Limited



#JOB-2401340



Hamilton House, 28 Fitzwilliam Place, Dublin

2, D02 P283



No of positions : 1



Paid Position



39 hours per week



34000.00-460000.00 Euro Annually



07/07/2025



04/08/2025

How to apply

Application Method :

Not available



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Business Development Executive

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

Halos based at Dublin 2 is seeking for a motivated and results-driven Business Development Executive to identify new business opportunities, build key client relationships, and be a key driver of our company's growth. The ideal candidate will be a master of communication and strategic thinking, with a proven track record in generating new business and a passion for exceeding targets. You will be instrumental in shaping our market presence and achieving our ambitious revenue goals.

Key Responsibilities

Proactively identify, research, and qualify new business opportunities and potential clients through market research, networking, cold outreach, and engagement with marketing-generated leads.

Develop and maintain a robust sales pipeline using our CRM (e.g., Salesforce, HubSpot), ensuring all communications and stages are meticulously tracked.

Discusses business methods, products or services and targets customer groups with employer or client in order to identify marketing requirements.

Establishes an appropriate quantitative and qualitative market research methodology and prepares proposals outlining programmes of work and details of costs.

Confidently prepare and deliver compelling presentations and tailored proposals to key decision-makers, from initial contact to C-level executives.

Lead contract negotiations with a focus on securing profitable and sustainable new business, ensuring you meet and exceed monthly and quarterly sales targets.

Discusses possible changes that need to be made in terms of design, price, packaging, promotion etc. in light of market research with appropriate departments.

Skills & Qualifications Required:

Bachelor's degree in Business, Marketing, or a related field.

Experience in the full sales cycle, from prospecting to closing deals.

2+ years of experience in a business development, sales, or similar client-facing role.

A proven and demonstrable track record of meeting or exceeding sales targets.

Exceptional communication, negotiation, and interpersonal skills.

Proficiency in using CRM software (e.g., Salesforce, HubSpot) and MS Office Suite.

A self-starter with a proactive and tenacious attitude, capable of working both independently and as part of a team.

- **Sector:** information and communication

Career Level

- Experienced [Non-Managerial]