



Company Details Confidential



#JOB-2453882



BECHTLE DIRECT LIMITED, Corrig Ct, Corrig Rd, Sandyford Bus Pk, Dublin 18, D18 C6K1



No of positions : 1



Paid Position



39 hours per week



50000.00-60000.00 Euro Annually



17/06/2026



15/07/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : humanresources.uk@bechtle.com



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



Software & Cloud Business Development Manager UK&I

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

Job Role Responsibilities

Identify, target, and proactively secure new business opportunities primarily centered around Microsoft and Adobe technologies, focusing on both SaaS and traditional licensing models.

Understand customer goals and challenges and provide tailored software solutions to meet their requirements.

Create and maintain strong relationships with key customer stakeholders. Manage pre-onboarding processes, with end-to-end ownership for Microsoft and Adobe customers and support Account Managers in targeting new and existing clients

Work with the UK&I Vendor Alliance manager and marketing to design and execute focused campaigns and events around modern workplace solutions. Build out the services portfolio for both Microsoft and Adobe, collaborating with internal stakeholders.

Take a leading role in defining initiatives to expand the Software & Cloud business for Bechtle Ireland, with support of the wider UKI team

Lead all activities related to marketplace for Bechtle Ireland, supported by the central Operations team in the UK

Job Requirements

Solution selling experience in a similar role is desirable

Ambitious self-starter with a thirst for learning and knowledge

Able to work independently and collaboratively

Achievement orientated – enjoy a challenge and success

Pro-active, enthusiastic, persistent, conscientious, confident and a team player

Ability to successfully build relationships with colleagues, customers and vendors

Strong organisational and administrative skills

Ability to identify customer needs and construct a solution

Team oriented mindset.

Ability to work within a fast-paced environment where work and fun are the key ingredients.

Ability to build strong rapport with delivery partners.

Ability to work as part of a team and display teamwork.

What we offer

Hybrid Working (3 days in/2 days out).

Competitive salary

Location – Sandyford Business Park – Just off the M50

Culture – Social events, Supportive, Fun, Hard working

Perks – Incentives (holidays, vouchers, lunches, spot prizes)

Top of the range technology in office and for home working (laptops, screens, Phone, etc)

Subsidised health care/medical benefits after 6 months

Annual Leave – 28 days plus B.H's

Experience

2+ years' experience in a similar role (Business Development or Sales role within IT / Software / Cloud)

Strong solution selling and consultative engagement skills

Knowledge of licensing models (e.g. CSP, SaaS, cloud consumption)

Ability to articulate complex solutions in business terms

- This vacancy is suitable for Remote/Blended working
- **Sector:** information and communication

Career Level

- Experienced [Non-Managerial]