



BECHTLE DIRECT LIMITED



#JOB-2463527



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



No of positions : 1



Paid Position



40 hours per week



60000.00-70000.00 Euro Annually



12/08/2026



09/09/2026

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



AV Consultant

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:

- Proactively identify, qualify and develop meeting room, AV and wider Modern Workplace opportunities within existing and prospective customer accounts.
- Work closely with Account Managers to drive pipeline growth through cross-sell and up-sell opportunities.
- Lead customer discovery sessions to understand business objectives, workplace challenges and user requirements, including site-survey support and site evaluations
- Build and maintain strong customer, vendor and partner relationships to support long-term growth.
- Provide consultative Pre-Sales support across professional audio, video, collaboration and workplace technologies.
- Assess, design and present end-to-end AV and Modern Workplace solutions that address customer business outcomes.
- Create accurate Bill of Materials (BOMs), solution proposals, scope of work and supporting commercial documentation.
- Work with vendors, distributors and installation partners to validate designs, costs and delivery requirements.
- Maintain a strong understanding of the AV, collaboration and workplace technology landscape, including competitor offerings and market trends.

- Lead customer workshops, demonstrations, proof of concepts and solution presentations.

- Support the development and growth of the Modern Workplace portfolio and go-to-market strategy across Ireland.

- Ensure smooth transition from sales to delivery through effective handover, project governance and stakeholder management.

- Remain engaged throughout implementation to support successful customer outcomes and identify follow-on opportunities.

- Maintain certifications and continuously develop knowledge across key vendor technologies and workplace solutions.

- Conduct internal enablement sessions, knowledge sharing activities and customer training where required.

Job Requirements:

- 5+ years' experience within AV / collaboration (Sales, Pre-Sales, or Consultancy).

- Ambitious self-starter with excellent problem-solving and communication skills.

- Able to work independently, prioritise tasks, and manage relationships.

- Industry certifications such as AVIXA CTS or vendor accreditations would be advantageous but are not essential.

- Full driving licence and willingness to travel as required.

What we offer

- Hybrid Working (3 days in/2 days out) after successful probation period of up to 6 months

- Starting Salary of €60,000 - €70,000 per annum, depending on experience

- OTE: €80,000 - €94,000 per annum

- 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, latest iPhone, etc)

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Subsidised health care/medical benefits

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Annual Leave – 25-30* days plus B. H's + optional 2 weeks unpaid. *Increases with time spent

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Progression Plan – training & mentor programme.

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Location: Dublin, Ireland

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

Career Level

- Experienced [Non-Managerial]