

Emergence is Bermuda's trusted advisor providing industry-leading business technology solutions and expert consulting services in the areas of Finance, HR & Payroll, Business Intelligence, and Customer Relationship Management.

BUSINESS DEVELOPMENT MANAGER

Emergence is actively looking for experienced account executives familiar with selling Microsoft technology solutions (Assessments, ERP, CRM, CPM, and Outsourcing) in the mid-to-enterprise market.

The Business Development Manager will be responsible for coordinating strategic business development initiatives in order to achieve company objectives. This definition includes but is not limited to expanding the corporate client base, developing relationships with new clients and ensuring continued client satisfaction with existing accounts, arranging and attending meetings, determining client needs and submitting detailed proposals and agreements, as well as closing the sales process. Extensive experience in solution selling along with engaging and presenting complex technical solutions to senior level executives is essential.

A University degree along with a minimum of 5 years' experience in a business development role selling Microsoft technology solutions is required. The successful candidate will have strong interpersonal skills as well as the ability to work and thrive in a team environment. The applicant should be self-motivated and have a strong understanding of Microsoft Dynamics Business Solutions (ERP & CRM & Business Intelligence).

DIRECTOR OF BUSINESS DEVELOPMENT

Emergence is actively looking for an experienced Sales Manager familiar with selling Microsoft technology solutions (Assessments, ERP, CRM, CPM, and Outsourcing) in the mid-to-enterprise market.

The Director of Business Development will be responsible for managing the Emergence Sales team, and overseeing its' strategic business development initiatives in order to achieve company objectives. This definition includes but is not limited to expanding the corporate client base, developing relationships with new clients and ensuring continued client satisfaction with existing accounts, arranging and attending meetings, determining client needs and submitting detailed proposals and agreements, as well as closing the sales process. Extensive experience in solution selling along with engaging and presenting complex technical solutions to senior level executives is essential.

A University degree along with a minimum of 5 years' experience in a business development role selling Microsoft technology solutions is required. The successful candidate must have strong leadership and management abilities, interpersonal skills as well as the ability to work and thrive in a team environment. The applicant should be self-motivated and have a strong understanding of Microsoft Dynamics Business Solutions (ERP & CRM & Business Intelligence).

Our client, Emergence is a company like few others. Along with a very strong compensation and benefits package, a positive and dynamic work environment that encourages achievement and personal growth through collaboration and teamwork is provided.

If you are interested in applying, please submit your resume & references to: meredith@elevateselection.ie

Closing Date: October 27, 2017