



Email us today:
hiring@firemind.com

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Please note: All applicants must have the right to work in the applicable country. No sponsorship is available for this position.

We're hiring.

Business Development Executive

About Firemind

All-in AWS, born in the cloud partner. Firemind is a Generative AI and Data Modernisation specialist partner known for expertise in practical applications of generative AI, helping customers bring projects from prototype to full production, by providing end-to-end support.

Job Description

You will be responsible for managing a strategic client portfolio, identifying and closing new business, leveraging deep AWS expertise to provide strategic guidance, and building a robust sales pipeline while mentoring and exceeding sales targets. You will deliver compelling presentations, navigate complex procurement, and foster relationships with AWS and partners to drive the company's growth and success.

Responsibilities

Client Engagement

- Lead, manage, and grow relationships with a portfolio of large-scale, strategic clients.
- Identify, develop, and close new business opportunities with both potential and existing clients.
- Deliver compelling, persuasive presentations to C-level executives and other key decision-makers.
- Leverage extensive knowledge of AWS and its offerings to provide strategic guidance and recommendations to clients.
- Build and maintain a robust sales pipeline, leveraging CRM tools for tracking, reporting, and forecasting.
- Engage closely with our technical team and partners to develop customised solutions that address clients' specific business needs and challenges.
- Foster and nurture relationships with AWS field sales and partner organisations to expand our reach and influence.
- Oversee and navigate complex procurement and contracting processes to ensure successful deal closures.
- Monitor sales performance metrics and work towards exceeding quotas.
- Mentor and coach junior sales team members to foster talent and improve team performance.

Our Ideal Candidate

- Challenger Sales approach with strong solution sales background with proven experience in a senior sales role, preferably within the technology or consulting sectors.
- Deep understanding of the AWS cloud computing platform, its service offerings, and how it can be leveraged to support business objectives.
- Exceptional communication and interpersonal skills, with the ability to build relationships with many stakeholders.



Our Ideal Candidate CONTINUED

- Proven ability to develop strategic sales plans and execute them effectively.
- Experience in using CRM tools for pipeline management, sales tracking, and forecasting.
- Proven track record of meeting or exceeding sales quotas.
- Expert understanding of the commercial and procurement processes within client organisations.
- Degree in business, marketing, or related field; advanced degree and AWS certifications are preferred.
- Willingness and ability to travel as necessary.

This senior position offers a highly competitive compensation package, comprehensive benefits, and the opportunity to be part of a dynamic, fast-growing company. You will have the chance to shape our future direction and make a significant impact on our success.

What we offer

1. Competitive salary and benefits package.
2. The opportunity to work on cutting-edge technology projects with major clients.
3. A supportive, collaborative, and innovative work environment.
4. Continuous professional development opportunities.

Applications will be considered on a rolling basis until the position is filled. We are an equal opportunity employer and value diversity at our company.

How to apply

To apply, please submit your CV, cover letter, and any supporting documents. Applications will be considered on a rolling basis until the position is filled. We are an equal opportunity employer and value diversity at our company.

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