



<https://jobsleworld.com/jobs/business-development-representative-job-in-ireland-hubspot-careers/>

Business Development Representative

Job Location

Ireland

Remote work from: GE; USA; AU; NZ; DK; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; QA; MA; SA; MX; AE; CA; GT; DO

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Base Salary

USD 2,000 - USD 3,500

Qualifications

Certificate in Healthcare Support or equivalent (FETAC Level 5 preferred)

Employment Type

Full-time

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Hiring organization

Hubspot

Date posted

December 27, 2024

Valid through

31.07.2025

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Description

Business Development Representative Jobs in Ireland

Are you passionate about connecting with people and driving business growth? HubSpot, a global leader in customer relationship management (CRM) software, is hiring Business Development Representatives in Ireland. This role is ideal for motivated individuals eager to build a rewarding career in sales and business development.

We are looking for candidates across Ireland to join our team. While preference is given to local talent, qualified applicants from other countries are welcome, with visa sponsorship and relocation support provided.

Details of Business Development Representative Jobs in Ireland

- **Company:** HubSpot
- **Positions:** Business Development Representative
- **Location:** Dublin, Cork, Limerick, Galway, and other cities in Ireland
- **Qualification:** Bachelor's degree in Business, Marketing, or related fields
- **Job Type:** Full-Time
- **Experience:** Freshers or professionals with up to 2 years of experience
- **Knowledge Required:** Sales strategies, lead generation, and CRM tools
- **Age Requirement:** 20 years and above
- **Salary:** €3,000 – €4,500 per month

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About the Job

At HubSpot, Business Development Representatives play a crucial role in expanding our customer base and promoting our innovative CRM solutions. You will engage with potential clients, identify their needs, and provide tailored solutions to help their businesses grow. This role serves as a stepping stone for a fulfilling career in sales and marketing.

Key Responsibilities

1. Lead Generation

- Identify potential clients through research and outreach.
- Qualify leads by understanding their business needs.

2. Client Engagement

- Initiate conversations with prospective clients via calls, emails, and social media.
- Present HubSpot's solutions and schedule product demos.

3. Collaboration

- Work closely with the sales and marketing teams to align strategies.
- Assist in crafting personalized approaches for client acquisition.

4. CRM Management

- Maintain accurate records of client interactions in HubSpot's CRM system.
- Analyze data to track performance and improve outreach efforts.

5. Target Achievement

- Meet and exceed monthly and quarterly sales targets.
- Continuously optimize your approach to improve outcomes.

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Requirements

To thrive as a Business Development Representative, you should meet the following criteria:

Education

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

Experience

- Fresh graduates are welcome, but experience in sales, marketing, or customer service (up to 2 years) is advantageous.

Skills

- Excellent verbal and written communication skills.

- Strong interpersonal and negotiation abilities.
- Familiarity with CRM software (e.g., HubSpot, Salesforce) is a plus.
- Ability to work in a team and adapt to a fast-paced environment.

Age Requirement

- Applicants must be 20 years or older.

Language Skills

- Proficiency in English is essential.

Benefits

HubSpot is committed to creating an environment where employees can thrive. Here's what we offer:

- **Competitive Salary:** €3,000 – €4,500 per month, based on experience.
- **Visa Sponsorship:** Available for qualified international candidates.
- **Relocation Assistance:** Support to help you settle in Ireland.
- **Training and Development:** Access to HubSpot Academy and personalized training programs.
- **Flexible Work Options:** Hybrid working model with the ability to work remotely.
- **Health and Wellness:** Comprehensive health insurance and wellness programs.
- **Paid Time Off:** Generous vacation days, public holidays, and paid sick leave.
- **Career Growth:** Opportunities for promotions and skill development within HubSpot.

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How to Apply

Are you ready to grow your career with HubSpot? Here's how to apply:

- Visit the official HubSpot Careers page to submit your application.
- Include your updated resume and a compelling cover letter highlighting your qualifications.
- Showcase your communication skills and enthusiasm for sales in your application.

We encourage you to apply early as this position is highly sought after.

In Summary

- **Position Name:** Business Development Representative
- **Company:** HubSpot
- **Location:** Dublin, Cork, Galway, Limerick, and other major cities in Ireland
- **Qualification:** Bachelor's degree in Business, Marketing, or related fields
- **Job Type:** Full-Time
- **Experience:** Fresh graduates or professionals with up to 2 years of experience
- **Knowledge Required:** CRM tools, sales strategies, and client engagement

- **Age Requirement:** 20 years and above
- **Salary:** €3,000 – €4,500 per month

Locations: Positions available in Dublin, Cork, Limerick, Galway, and other high-density cities in Ireland.

Join HubSpot and be part of a team that's transforming businesses worldwide. Apply now and take the first step toward an exciting career in business development!

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