

Business Development Manager

Established in 1999, OMJ is a financial markets technology company which provides a software solution to business customers in over 35 countries with a focus on energy, commodities and foreign exchange markets.

Customers access oil market data using a cloud-based web platform built by our in-house software development team to offer a unique solution that is easy to use, powerful and flexible.

We are growing & progressive company and as the successful applicant you will join a highly skilled team who are focused on providing top quality products and a first-class service to our diverse customer base.

Job Description

What you will do

Work with our UK, Ireland and European clients, helping them develop their use of the OMJ products and upgrading them to new services

Identify prospective clients

Develop leads, demonstrate our products and convert into sales

Continuously identify prospective customer leads in key markets in Europe

Option to travel to meet clients and potential clients in UK, Ireland, Europe and oil trading hubs across the world.

More about the role

The successful applicant will be based at the OMJ modern data and market centre at 1A Blackstick Road, Killyhevin, Enniskillen, Co. Fermanagh and be willing to avail of the opportunity to travel around the UK, Ireland and Europe.

This is a full-time position of 37.5 hours per week – office hours are typically 8:30am to 5:00pm but flexibility is sometimes required when travelling or when dealing with customers in other time zones.

Salary will be dependent on experience & skillset.

Starting date: Summer 2024

We are looking for a dynamic & enthusiastic person who is able to demonstrate the following skills / qualifications and can consistently exceed sales targets.

The successful applicant will have:

A university degree or a proven track record in a similar role

Excellent interpersonal skills and the ability to work effectively within a team structure and communicate well with new and existing clients

A strong ability to pitch to clients and close deals. A previous history in any form of selling will be an advantage

The ability to consult, negotiate, advise and persuade with a professional phone manner

Excellent numeracy and IT literacy with experience in using Microsoft Office and fluency in using the Internet & Email

A full driving licence

General interest in technology or markets

High self motivation and the ability to organise and manage your time

A good standard of English. A second language is an advantage

How to apply

You can download an application form & monitoring form on our website www.the-omj.com/careers

Please send your completed application and monitoring form to **careers@the-omj.com** or by post to **HR Department, OMJ Limited, 1a Blackstick Road, Killyhevin, Co. Fermanagh, BT74 1EB**

Closing date for applications is 5pm, Friday 30th November 2023

For more information:

Email

careers@the-omj.com

Telephone

+44 (0) 28 6632 9999
