



Esri Ireland Limited
Block B, Ashtown Gate, Navan Road, Dublin 15

Engagement Manager– Esri Ireland Professional Services (Ref:EM01)

Location: Dublin, Ireland

At Esri Ireland we believe that knowing where things happen matters to business. We help organisations make better decisions through the use and application of geographical information. We are seeking to recruit a high calibre Engagement Manager to our growing Professional Services department. This is an excellent opportunity for an experienced professional with experience of relationship management, business development and successful delivery of projects.

We are especially interested in people with some or all of the following skills and knowledge:

- Excellent customer facing skills and track record in building successful relationships in complex accounts
- Ability to understand complex accounts and formulate, communicate and help sell service offerings and offer creative ideas
- An excellent understanding of the sales cycle, key account management and consultative selling
- Excellent facilitation and communications skills, including effective proposal writing and bid management
- Excellent influencing skills at senior managerial level
- An understanding and awareness around how to institute business change
- High level of experience of the whole project life cycle from concept to completion
- Extensive experience of formal project management methodologies
- Effective team work through building close partnership with account managers, pre-sales and consultants to manage a business development and sales plan for nominated key accounts
- Excellent track record of successful project delivery with a record of achieving financial, quality, and timeline targets
- Excellent commercial awareness and good financial management skills
- Highly organised in approach and strong leadership qualities, to encourage and motivate project teams
- A thorough knowledge of wider GI industry trends and understanding of specific GI industry domains

Candidates must have at least 4 years experience in a solutions delivery/ professional services environment and be able to demonstrate an ability to manage the conflicting demands that this senior position presents.

The successful candidate will have a flexible approach and an understanding of the tight deadlines associated with project work.

Experience in applied Geographical Information Systems to provide business solutions will be a distinct advantage.

Esri Ireland has a strong commitment to helping our clients succeed through providing them with solutions that exactly meets their needs and we have a culture with a strong



work ethic where we get things done and enjoy doing it. This culture is underpinned by our core values of Honesty & Integrity, Collaboration & Teamwork, Work Life Balance and Knowledge & Expertise. We have structured training and development programmes for all employees and we offer a competitive salary plus package.

If you would like to be part of this winning team then please submit your application along with your CV quoting the reference above to email: careers@esri-ireland.ie