



Email us today:
hiring@firemind.com

Apply Now →

We're hiring.

Business Development Executive

- 📍 Location: United Kingdom (London area preferred), Hybrid
- 💰 Competitive Salary & Benefits
- 📅 Applications are considered on a rolling basis

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

About Firemind

At Firemind, we believe that sales is about more than just numbers – it's about delivering real value with innovative technology. As an AWS Premier Tier Services Partner, we specialise in Generative AI, Data Modernisation, and Cloud Strategy, helping businesses use AI the right way – tailored to their needs and built to create real results.

We work with globally recognised brands, delivering AI-powered solutions that drive innovation and digital transformation. Our team operates across multiple countries, working closely with AWS and strategic partners to develop cutting-edge cloud solutions.

Now, we're looking for a **Business Development Executive** to drive growth, build strategic client relationships, and expand our market reach. If you thrive on selling unique, high-impact solutions powered by the latest AI and cloud technologies, this is the role for you.

Your Role

As a Business Development Executive, you will be responsible for managing a strategic client portfolio, identifying and closing new business opportunities, and leveraging deep AWS expertise to provide strategic guidance. You will build and maintain a robust sales pipeline while mentoring team members and working towards exceeding sales targets.

In this role, you will deliver compelling presentations, navigate complex procurement processes, and foster strong relationships with AWS and partners to drive Firemind's growth and success.

Key Responsibilities

- ✅ **Strategic Sales & Business Growth** – Identify, develop, and close new business opportunities with both potential and existing clients.
- ✅ **Client Relationship Management** – Lead, manage, and grow relationships with a portfolio of large-scale, strategic clients.
- ✅ **Sales Pipeline Development** – Build and maintain a robust sales pipeline, leveraging CRM tools for tracking, reporting, and forecasting.
- ✅ **Solution Selling** – Work closely with technical teams and partners to develop tailored AI and cloud solutions that address customer challenges.
- ✅ **Presentation & Negotiation** – Deliver compelling presentations to C-level executives and key stakeholders, articulating Firemind's value proposition.



Key Responsibilities (CONTINUED)

- ✔ **AWS & Partner Engagement** – Foster and nurture relationships with AWS field sales and partner organisations to expand our reach and influence.
- ✔ **Procurement & Contracting** – Oversee and navigate complex procurement processes to ensure successful deal closures.
- ✔ **Mentorship & Team Development** – Mentor and coach junior sales team members to foster talent and improve team performance.

Our Ideal Candidate

- ✔ **Proven Sales Experience** – Strong solution sales background with experience in a senior sales role, preferably within the technology or consulting sectors.
- ✔ **AWS Expertise** – Deep understanding of the AWS cloud computing platform, its service offerings, and how they can be leveraged to support business objectives.
- ✔ **Consultative Selling Approach** – Ability to develop strategic sales plans and execute them effectively.
- ✔ **CRM & Pipeline Management** – Experience using CRM tools for pipeline management, sales tracking, and forecasting.
- ✔ **Quota Achievement** – Proven track record of meeting or exceeding sales quotas.
- ✔ **Commercial & Procurement Knowledge** – Expert understanding of the commercial and procurement processes within client organisations.
- ✔ **Communication & Relationship Building** – Exceptional interpersonal skills with the ability to build relationships with multiple stakeholders.
- ✔ **Degree & Certifications** – Degree in business, marketing, or a related field; advanced degree and AWS certifications preferred.
- ✔ **Flexibility & Travel** – Willingness and ability to travel as necessary.

Why Firemind?

- 💡 **Sell cutting-edge AI & cloud solutions** – Bring unique, high-value technology to market.
- 💰 **Competitive Salary & Benefits** – Your expertise is valued and rewarded.
- 📈 **Career Growth & Professional Development** – Access to training, mentoring, and industry-leading projects.
- 🌐 **Collaborative, Global Team** – Work alongside experts in AI, cloud, and business strategy.

How to apply

If you're excited about driving business growth through AI and cloud solutions, we'd love to hear from you.

Submit your application to hiring@firemind.com to ensure it is processed appropriately.

For any enquiries, feel free to contact:

✉ Kati Tuovinen – kati.tuovinen@firemind.com

At Firemind, we don't just sell solutions – we build lasting partnerships that drive success. Let's talk!

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