



GRIAN52 SUSTAINABLE AND RENEWABLE  
ENERGY LIMITED



#JOB-2389472



The Ludgate Hub, The Old Baker, Townsend  
Street, Skibbereen, Co. Cork, P81 T324



No of positions : 1



Paid Position



40 hours per week



34000.00 Euro Annually



28/04/2025



26/05/2025

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

Email : owen@grian52.ie



Open your camera  
app & point here  
to view this ad  
online



## Business Development and Strategic Executive

### Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

### Job Description

Key Responsibilities:

- Develop and implement sales and expansion strategies
- Be responsible for the end-to-end sales process from identifying leads to close, collaborating with team members as necessary
- Identify customer needs and challenges to help design unique renewable energy solutions
- Build and nurture relationships with clients, key channels, and local businesses
- Develop a personal brand via face-to-face meetings, presentations, and events
- Expand new and existing client base by creating and improving proposals, new products, services
- Establish robust networks and channel/referral programs within key industries including construction, farming, commercial building, grocery retail
- Ensure meeting of revenue targets; oversee and maintain budget, track expenses
- Organise and participate in promotional events and activities to enhance brand and product awareness
- Monitor solar industry trends, competitor activity, and customer feedback to adjust strategies and identify new opportunities
- Regularly collaborate with members of team and help provide training/mentoring

Requirements:

- Minimum 3-5 years' proven experience in business development and sales preferably within the technology sector
- Bachelor's Degree preferred
- Excellent communication, presentation, and negotiation skills
- Creativity and a passion for brand development and marketing strategies
- Ability to work independently and as part of a collaborative team
- International work experience preferred
- Chinese/Korean language skills a major plus

Terms and Conditions:

Job Type: Full-time (40 hours), Permanent

Salary: 34,000 base

Additional Pay: Commission/bonus

Work Location: in-person at office, face-to-face customer meetings and site visits

- **Sector:** electricity, gas, steam and air conditioning supply

### Career Level

- Executive

### Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 3
- **Minimum Qualification:** Level 8 (incl Higher Diploma & Honours Bachelor Degree)

(Desirable)

- **Ability Skills:** Administration, Communications, Sales/Marketing
- **Competency Skills:** Negotiation, Networking, Priority Planning, Working on own Initiative