



CAMBIO INVESTMENTS LIMITED



#JOB-2416643



CENTRA, 8-11 Stoneybatter, Dublin 7, D07
N299



No of positions : 1



Paid Position



40 hours per week



34000.00 Euro Annually



16/10/2025



13/11/2025

How to apply

Application Method :

Not available



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Business Development 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

Proactively identify and pursue new business opportunities to drive revenue growth and expand market share. • Accurately record and manage sales activities within the company's CRM system to ensure data integrity and actionable insights. • Stay up to date with industry trends to effectively position products and services in a competitive market. • Build and nurture strong relationships with suppliers, distributors, retail partners, and existing clients, ensuring long-term collaboration. • Maintain and grow existing accounts while consistently generating new business in alignment with agreed sales targets. • Conduct in-depth market research and competitor analysis to anticipate customer needs, track performance, and uncover emerging retail opportunities. • Prepare and deliver compelling business proposals, presentations, and pitches to prospective clients and strategic partners. • Collaborate closely with marketing, procurement, and logistics teams to support product launches, promotional campaigns, and customer engagement initiatives. • Monitor and analyze sales performance to inform strategic planning and enhance customer reach and overall business growth. • Represent the company at trade shows, exhibitions, and networking events, strengthening brand presence and building partnerships. • Support the sales and marketing team by producing daily, weekly, and monthly performance reports to track progress and inform decision-making. • Assist in the preparation and execution of quarterly and annual sales and marketing action plans in collaboration with the marketing team. • Maintain accurate and up-to-date CRM records, including client databases and lead pipelines, to streamline sales operations. • Consult with customers to understand requirements, providing clear advice on suitable product options and any relevant product limitations.

- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Experienced [Non-Managerial]