



SAM&SHARIF BROTHERS LIMITED



#JOB-2422587



26 Clanbrassil St, 26 Clanbrassil St, Dundalk,
Co. Louth, A91 KCV5



No of positions : 1



Paid Position



39 hours per week



36000.00 Euro Annually



27/11/2025



25/12/2025

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

As the company expands, the responsibilities will evolve and change over time. The core responsibilities will centre around the following areas:

- 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.
- Drive growth through expanding the range that is currently being supplied to existing accounts.
- Maintain Territory Management costs within allocated budgets, through good time management, resources management, and the most effective call pattern for each customer.
- Provide accurate and relevant information on competitor activity and other trade field information to the Regional Sales Manager.
- Prepare and deliver compelling business proposals, presentations, and pitches to prospective clients and strategic partners.
- 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.
- Consult with customers to understand requirements, providing clear advice on suitable product options and any relevant product limitations.

About You

1–3 years of experience in business development, or other client-facing roles, ideally within the retail, hospitality or FMCG sector.

- Experience/ knowledge in food industry or in direct foodservice sales (competitors/ range/ customers)
- Demonstrated track record of achieving sales targets, fostering strong client relationships, and contributing to overall business growth.
 - Strong understanding of retail sales cycles, supply chain operations, and diverse product categories.
 - Exceptional communication, interpersonal, and negotiation skills, with the ability to present confidently and respond effectively to managers, clients, and customers.
 - Proficient in Microsoft Office (particularly Excel and PowerPoint); experience.
- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

Career Level

- Experienced [Non-Managerial]