



CAMBIO INVESTMENTS LIMITED



#JOB-2425980



CENTRA, 8-12 Stoneybatter, Dublin 7, D07
N299



No of positions : 1



Paid Position



39 hours per week



36700.00 Euro Annually



22/12/2025



19/01/2026

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

Cambio Investment is a growing retail company engaged in the trading and distribution of food, beverages, and daily essentials. 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.

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.

Annual Salary: €36,700

Hourly Rate: €18.10

Hours per Week: 39

Start Date: 24/02/2026

Contact: Colm O'Mahony

Send CV to: cambioinvestment@gmail.com

Company: CAMBIO INVESTMENTS LIMITED

Job Location: CENTRA 8-12 Stoneybatter Dublin 7 D07 N299

Start date: 24/02/2026

Contract type: Permanent Full-time

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

Career Level

- Executive