



-  FALLFORGREEN LIMITED t/a O'Desi Meals
-  #JOB-2432998
-  Co. Dublin,
-  No of positions : 1
-  Paid Position
-  37.5 hours per week
-  37000.00 Euro Annually
-  09/02/2026
-  09/03/2026

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

Email : [info@odesimeals.com](mailto:info@odesimeals.com)



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to view this ad  
online



## Business Development Manager – Indian Tiffins & Food Services

### 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

Job Title: Business Development Manager – Indian Tiffin & Food Services

Location: Dublin, Ireland

Contract: Full-time, Permanent

Salary: Annual Remuneration €37,000 + 15% sales incentive (target based)

Hours: Monday to Friday; totally 37.5 hours per week

#### Role Purpose

The Business Development Manager will be responsible for customer acquisition, partnership development, and product positioning of homestyle authentic Indian Tiffin services across Dublin and nearby counties. The ideal candidate will bring specialised skills, Indian food domain expertise, and business expansion capabilities.

#### Key Responsibilities

##### Business Growth & Partnerships

Lead identification and execution of growth strategies for Indian Tiffin services across Irish markets covering both Indian and Irish customers.

Source and manage corporate tie-ups with companies and community organizations.

Build scalable B2B and B2C pipelines to drive sustainable revenue growth.

##### Market & Culinary Expertise

Apply in-depth understanding of Indian spices, cooking techniques, and regional taste profiles to product development and localisation.

Guide menu refinement, portioning, spice adjustments, and quality standards aligned with both authentic Indian taste and Indian-Irish consumer preferences.

Educate internal teams (kitchen, operations, customer service) on flavour consistency and cultural

#### Sales & Customer Insight

Drive Indian food sales growth by securing new business accounts, subscription clients, and repeat customers.

Analyse market trends and customer feedback to inform pricing strategy, seasonal offerings, and product innovation.

Maintain strong customer relationships and serve as voice of the customer internally.

#### Marketing & Digital Strategy

Lead and implement marketing initiatives — both traditional (print, local events, PR) and digital (Instagram, Facebook, SEO, content marketing, ad campaigns).

Build brand visibility in local communities and across social platforms to attract diverse audiences.

Track performance metrics and optimise campaigns for better ROI.

#### Stakeholder Management

Represent the company externally with vendors, partners, influencers, and community groups.

Collaborate with the executive team to refine business plans and strategy.

#### Essential Qualifications & Experience

The candidate must have 5+ years' experience in Indian food, F&B sales or food services business development, with a proven record in selling Indian cuisine and managing corporate partnerships.

Strong knowledge of Indian spices, regional cuisines and cooking techniques is essential, along with digital marketing expertise, strong communication skills, and the ability to adapt products and strategies to the Irish market covering both Indian and Irish customers.

- This vacancy is suitable for Remote/Blended working
- **Sector:** accommodation and food service activities

#### **Career Level**

- Experienced [Non-Managerial]

#### **Candidate Requirements**

(Essential)

- **Minimum Experienced Required (Years):** 5
- **Minimum Qualification:** Level 7 (incl Diploma & Ordinary Bachelor Degree) **OR** food catering, business development
- **Specialising In:** indian food and tiffin service

(Desirable)

- **Ability Skills:** Analytical, Communications, Hospitality, Sales/Marketing
- **Competency Skills:** Management, Networking